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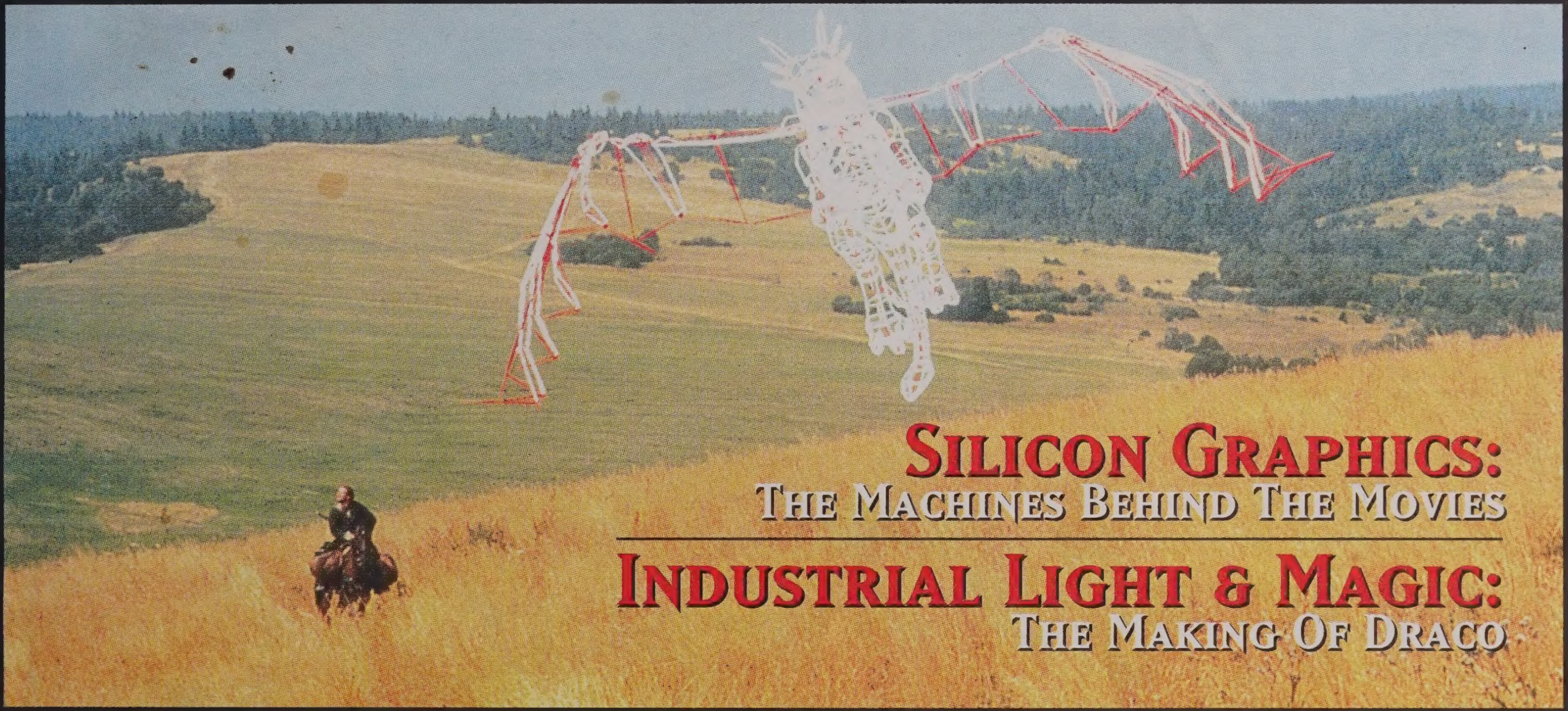

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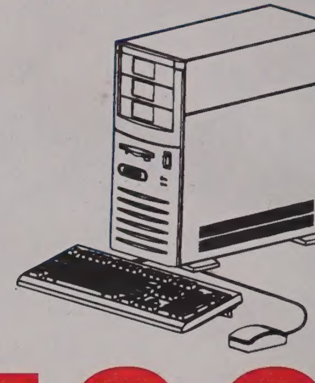

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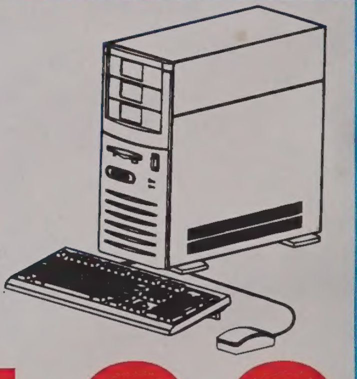

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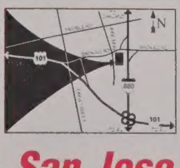

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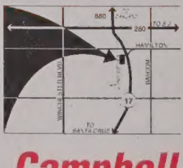
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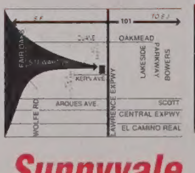
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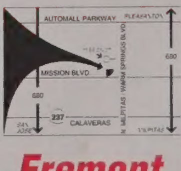
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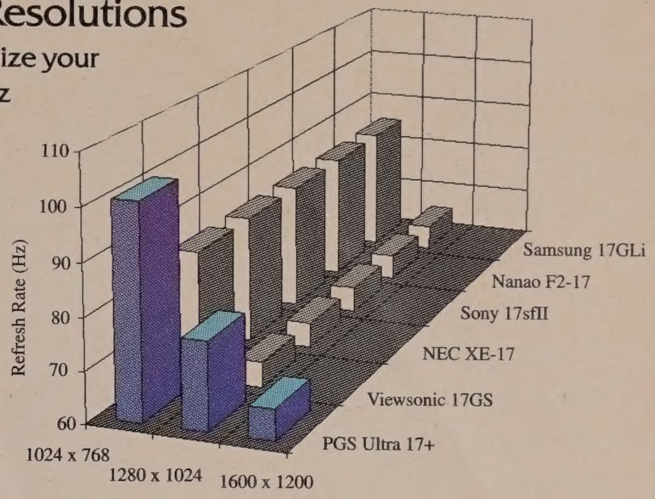

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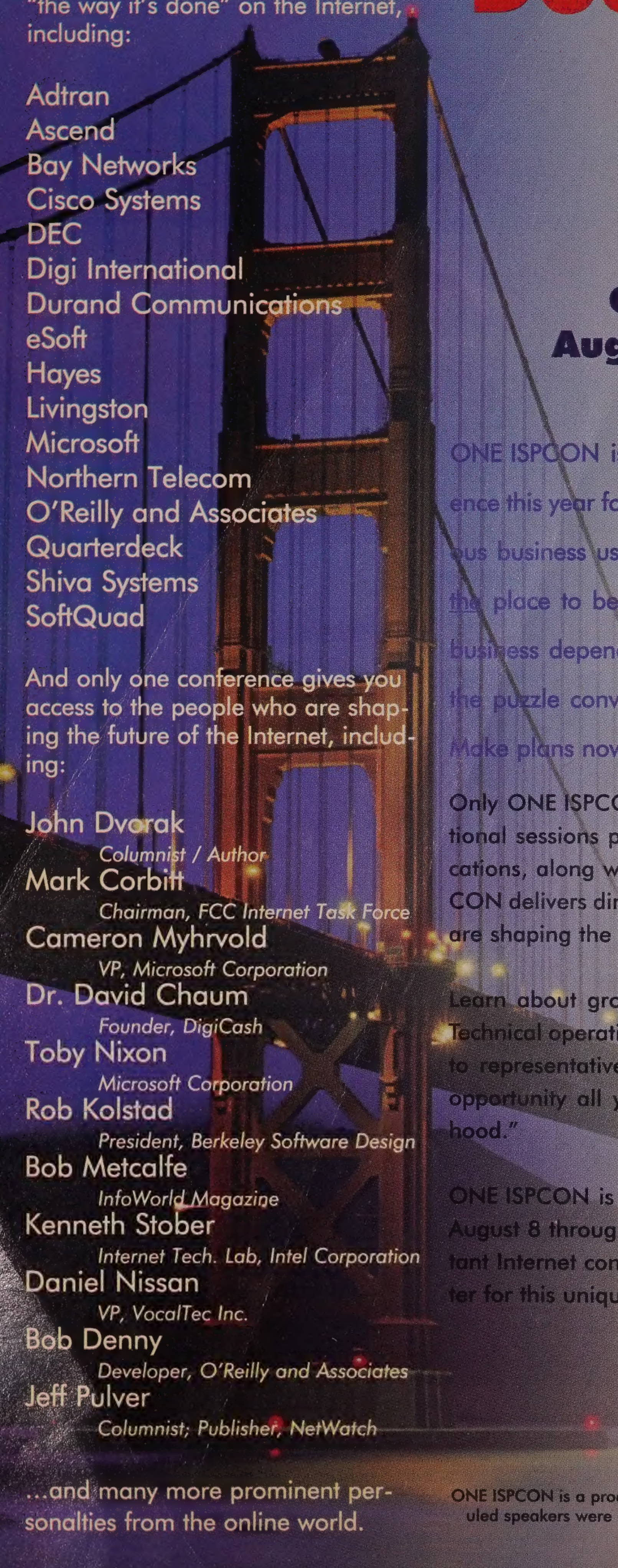

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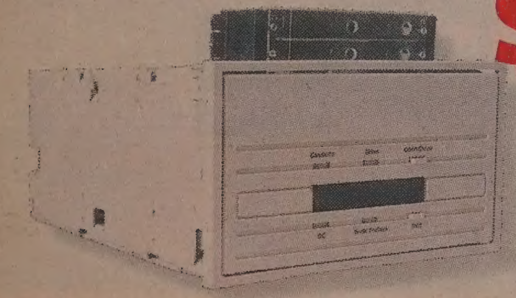

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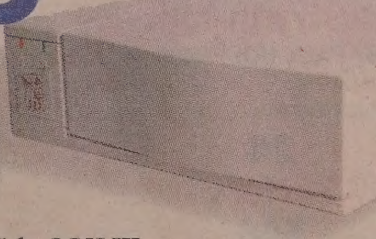

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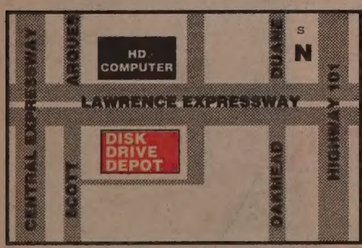
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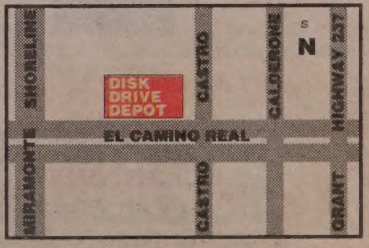
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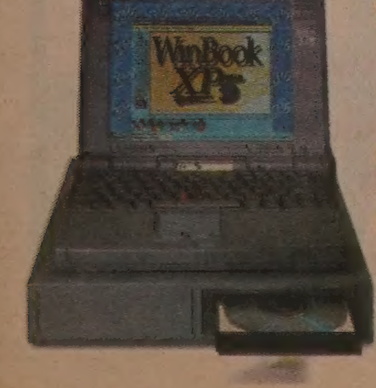

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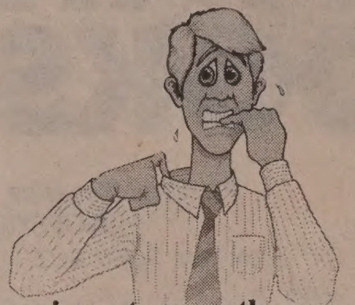

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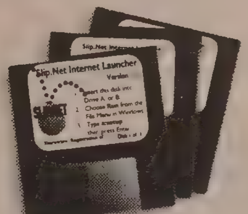

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Contributors
MICROTIMES

Robert Moskowitz (*RMoskowitz@aol.com*) is a consultant based in Woodland Hills.

Laura Bell is a freelance writer who recently relocated to the Bay Area.

John C. Dvorak writes many columns, hosts the *Software/Hardtalk* radio show, and finds inspiration in strange places.

John S. Quarterman (*jsq@tic.com*) is the senior technical partner of TIC (Texas Internet Consulting) and editor of *Matrix News*. He is a longtime observer, consultant, and writer on the matrix of electronic networks.

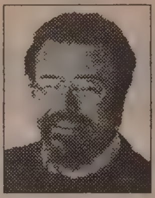
Jonathan E. has worked with desktop multimedia since 1988. His USPS mailing address is c/o SoundSwell, 54 29th St., Richmond, CA 94804. His email address is *jeve@well.com* .

Paul Hoffman is an independent consultant who's been writing about computers for over fifteen years.

David A. Simon CPA (M.S., Taxation) is in tax and accounting practice in Oakland, and is coauthor of *Business Contracts: Forms and Tax Analysis* (Wiley Law Publications). His clients include professionals and businesses throughout the state. He can be reached at (510)893-5753.

Douglas J. Nakakihara (*djn@ix.netcom.com*) is a full-time CPA and owner of Electrical Language, a computer videographics company based in Simi Valley, CA.

Fabian Pascal is an independent industry analyst and consultant specializing in database technology. He has contributed extensively to most industry publications and is author of *SQL And Relational Basics* (M&T Books, 1990) and *Understanding Relational Databases* (John Wiley, 1993). He can be reached on CompuServe (73677,3306).



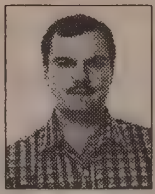
Birrell Walsh (*birrell@well.com*) is a contributing editor for *MicroTimes* and a freelance writer for *BYTE* and other magazines.

Bill Gram-Reefer, based in Concord, CA, is president of WORLDVIEW, specializing in connectivity and communications. He has been writing about Macintosh computers since 1984.

Bennett Falk is the author of *The Internet Roadmap*, now in its second edition. By day, he works at Sybase in Emeryville.

Ed Kahn (*edkahn@well.com*) is a folklorist who maintains a strong interest in computers and lives in the East Bay.

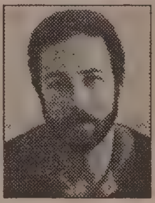
David Morgenstern works at *MacWEEK* and volunteers at BMUG. He can be reached at *davidem@aol.com* .



Peter Harrison is a San Mateo-based data communications and connectivity specialist who has worked for a variety of companies, including Xerox PARC and Pacific Bell. He is the author of *The Internet Direct Connection Kit* from IDG Books, a step-by-step guide that shows readers how to set up an IBM PC node on the Internet. Contact him at *peterh@well.com* and visit his home page on the Web, *http://www.well.com/www/peterh/pjh-home.http* .

Woody Liswood (*woody@well.com*) is a Nevada-based writer and consultant.

Jennifer R. Cherniss specializes in making boring technical information seem less so. You may complain to her at (510)893-5753.



Matthew Leeds is a networking czar at Brøderbund.

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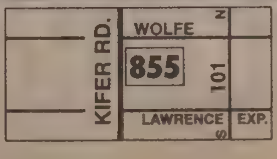

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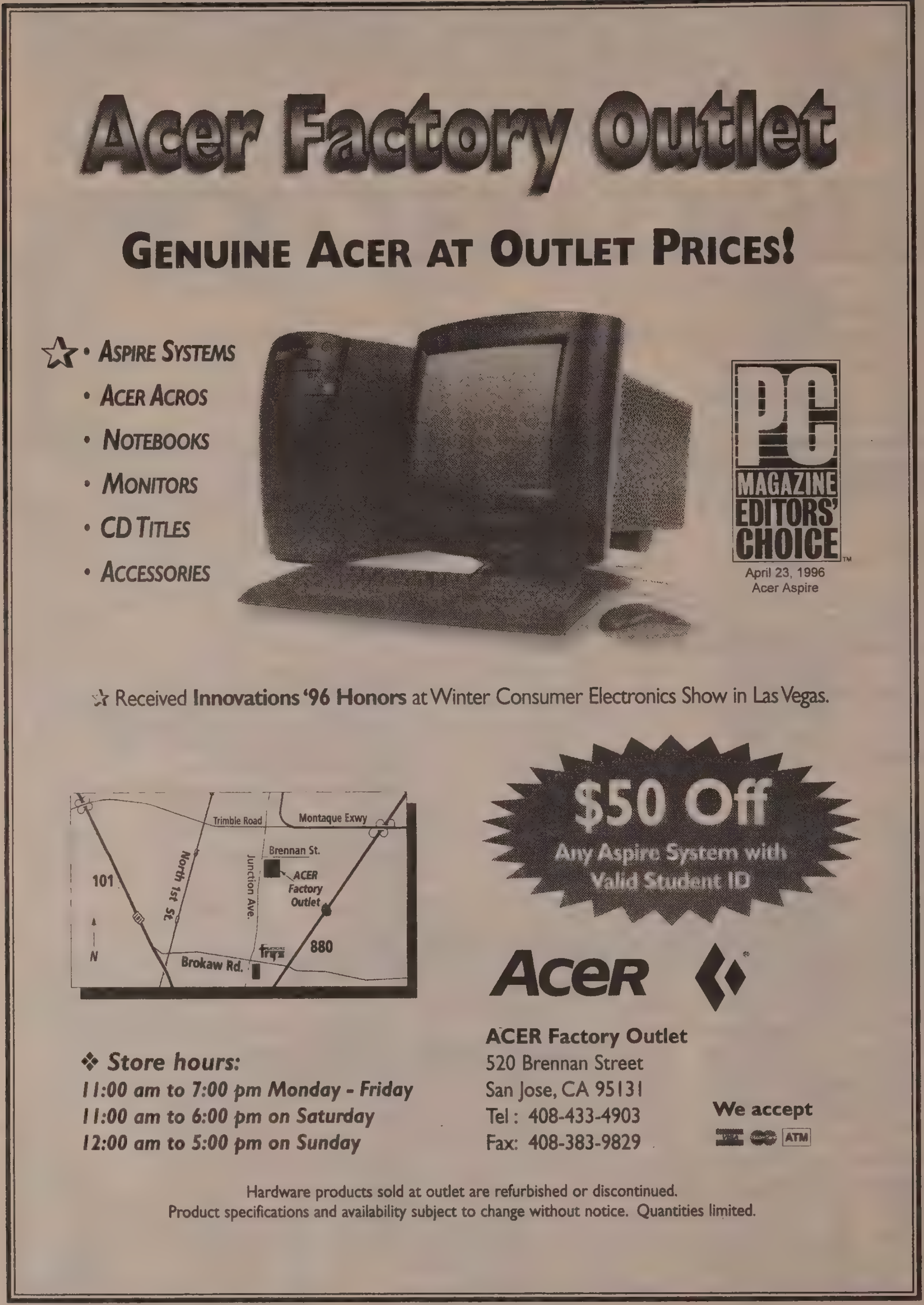

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EDITOR-IN-CHIEF
Dennis Erokan

PUBLISHER
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EDITORIAL 510-934-3700
email: Microx@well.com
EDITOR Mary Eisenhart
ASSOCIATE EDITOR Michael Robin
NEWS EDITOR Paul Hoffman
ART DIRECTOR Rick Colby
EDITORIAL DESIGNER Eleanor Carag
EDITORIAL ASSISTANT Cassidy Allen
CONTRIBUTING EDITORS Lenny Bailes, John Perry Barlow, Jennifer Robin Cherniss, John C. Dvorak, Jonathan E., Bennett Falk, Mitsu Hadeishi, Peter John Harrison, Ed Kahn, Matthew Leeds, David Morgenstern, Robert Moskowitz, Douglas J. Nakakihara, Fabian Pascal, John S. Quarterman, Tony Reveaux, David A. Simon, CPA, Birrell Walsh, Jim Warren
CONTRIBUTING WRITERS Nick Anis, Laura Bell, Mikael Blaisdell, Cynthia Dyer-Bennett, Anna Couey, Bill Gram-Reefer, Woody Liswood, Judy Malloy, Pamela Mason, Michelle Rafter, Kevin Savetz, John Wolcott
CONTRIBUTING PHOTOGRAPHERS Tustin Ellison, Michael Jay, Anne Knudsen, Susana Millman, Paul Winternitz

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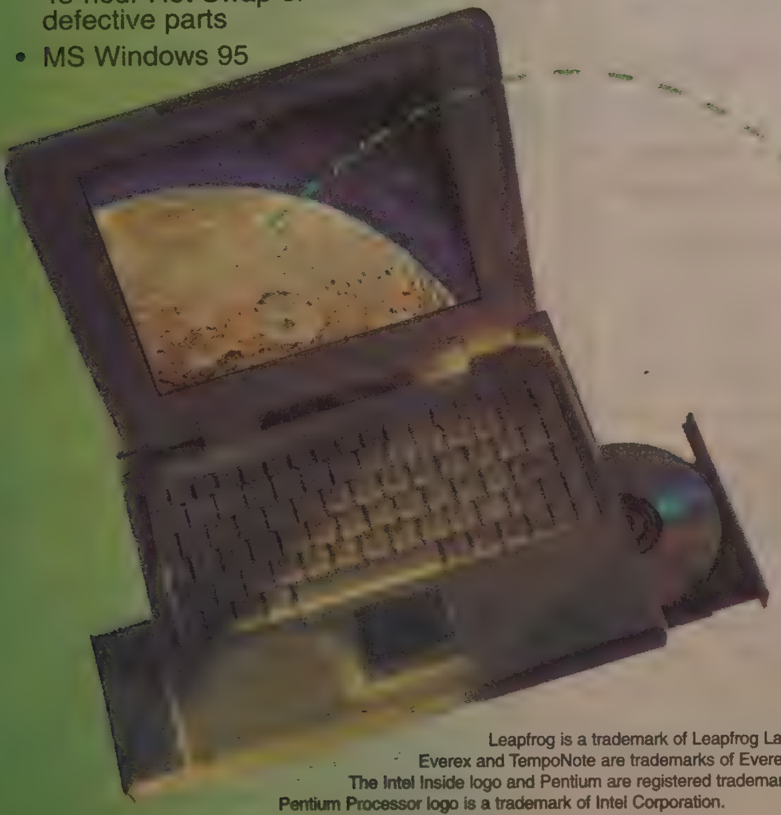

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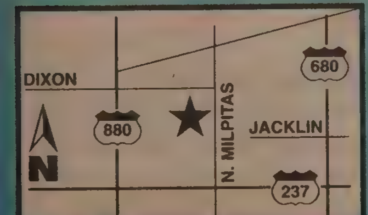

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News and Views

BY PAUL HOFFMAN

Industry Insights

Intranet Snake Oil: Beware Of False Definitions

Two years ago, when "Internet" started to reach buzzword status, a few companies tried to position their products as being somehow related to the Internet when they had nothing to do with it. Those companies were forced to back down, and many of them are not actually trying to integrate their products with the Internet.

This year, the scene is different. Internet companies are trying to sell "intranet" as a buzzword, meaning essentially "the Internet, but just within your company." This makes perfect sense, because the technologies that make up the Internet are scalable—up to accommodate tens of millions more Internet users, and down to handle small companies that want a simple, in-house network.

Nothing, not even a buzzword, is safe from marketing scams, however. Computer companies and magazines are seeing the result of their too-heavy hype of the Internet and are now jumping on the intranet bandwagon, but trying to pervert it at the same time to fit their old LAN-based thinking. What was a reasonably clear market a few months ago has now fallen into the hype morass of the Internet, and it may never make its way out.

Intranets: They're Not Rocket Science

Given that an intranet is just a small network that uses Internet protocols, you might wonder why some people are trying to stretch the term past what it really means. Basically, the companies and magazines that are trying to "reinvent" intranets are those who don't follow Internet protocols. They are still stuck in old, non-standard, non-open networking technology, and the real Internet scares the bejesus out of them.

There are hundreds of Internet protocols, each specified by the Internet Engineering Task Force. The IETF, which just had its triannual meeting in Montreal at the end of June, promotes the technical side of the Internet by making sure everyone knows what the standards are and where they came from. Want to read the down-and-dirty on the protocols that make up the Web, Internet mail, FTP, and so on? They're all there for free at *http://www.ietf.org/* .

> **Nothing, not even a buzzword, is safe from marketing scams, however. Computer companies and magazines are seeing the result of their too-heavy hype of the Internet and are now jumping on the intranet bandwagon, but trying to pervert it at the same time to fit their old LAN-based thinking.**

A few of the most important features of IETF standards are:

- they are open to anyone to look at
- anyone with an email address can participate in the crafting of new protocols
- no one company, regardless of how big it is, can take over a protocol
- new protocols are only approved if they are really needed to help keep the Internet flowing smoothly

The IETF has lots of problems, many of which have to do with this high degree of openness. However, it still works well for creating and maintaining the technical underpinnings of the Internet.

By default, then, the IETF also created all the protocols for intranets without really caring about it. Because intranets use the same protocols as the Internet, nothing needed to be changed in order for companies to use Internet protocols on their local networks instead of proprietary LAN protocols like those from Novell and Microsoft. In fact, many large and small companies have been selling intranet software for years (decades, in the case of Sun Microsystems), just without a cute name like "intranet". Instead, they had to call it "TCP/IP".

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Laying Down The Layers

Without getting into the ugly details about layers of networks, you can take it for granted that the three most discussed parts of the Internet are identical on intranets. The protocols in the most basic layers of the Internet are TCP and IP. If it's not running TCP and IP, it isn't the Internet or an intranet. The third important layer has the protocols for things like the Web, Internet mail, and so on. The protocols on this layer are called HTTP, SMTP, POP, and on and on.

So, just because you can run HTTP (the main protocol of the Web) on a network that uses something other than TCP/IP, that does not make that network "the Internet" or "an intranet" or anything else. One of the wonderful things about layers of protocols is that you can mix and match them (well, mostly) and they should all work pretty well. But that doesn't give marketing folks the right to say "we run a few Internet protocols on a LAN, so that LAN must be an intranet".

The funny part about all of this is that, because TCP/IP and the other protocols have been openly available to anyone for over a decade, networking companies didn't have to invent their own proprietary protocols: they could have been building intranets for their customers. Had they done this, they might own a large part of the intranet market today. You can imagine how angry this simple fact makes them.

For example, Microsoft is now touting its new intranet strategy. This follows on its recent Internet strategy, and uses most of the same pieces. It's true that you can create parts of an honest intranet with Microsoft tools, but Microsoft neglects to tell you that there are gaping holes in its strategy.

You can run TCP/IP everywhere with Windows NT and 95, and even use fairly robust Web software, all straight out of the box. However, Microsoft still doesn't have an Internet-standard mail system. Its highly touted Exchange server is proprietary, and doesn't use the SMTP and POP3 protocols that tens of millions of Internet users use every day. It's as if Microsoft forgot that more people use email than the Web.

In Microsoft's intranet announcements, the press releases blithely danced around this glaring problem by not mentioning email at all. In his speech announcing the new strategy and advertising campaign, Bill Gates said (in a direct quote from Microsoft's transcript of the speech): "We got our Exchange product out and throughout the last couple of years, there's been a lot of neat things going on with Exchange to make it tie into the Internet, to make it use HTML to format documents, to make it tie into the kind of exchange SMTP, NNTP that go on with the Web."

Gateways: Threat Or Menace?

What Bill was fumbling around was the fact that Exchange doesn't use SMTP directly. Instead, it has to use a gateway to send mail to intranets that use SMTP, which leads to the fact that you

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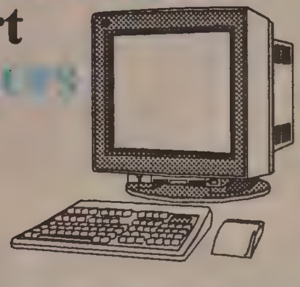

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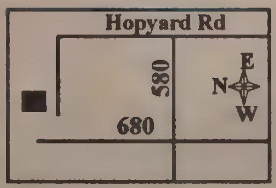

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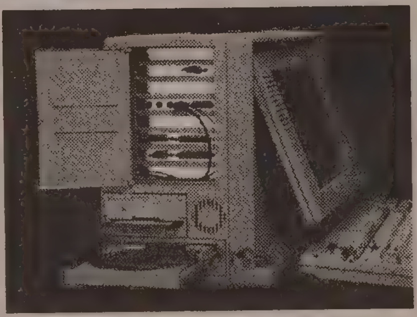

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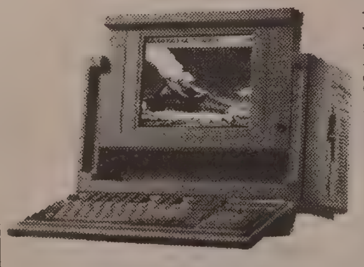

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Industry Insights *continued...*

no longer have an open system that uses Internet protocols. A gateway is a piece of software that changes things in one protocol into things in a different protocol. In this case, Exchange uses a gateway to change messages requiring SMTP into messages requiring Exchange's internal, proprietary protocol.

Gateways are an intranet marketer's favorite tool because they can say things like, "we don't need to have an SMTP server, we just use our own gateway." They say the same things about HTTP servers: we don't need a real one, we use a gateway. Ah, but if this was only true.

You can think of gateways as translators. Imagine a message in English being translated into Japanese. Even if the translator is extremely skilled at both languages, it is likely that there will be some subtleties that will get lost. If the original writer of the message doesn't speak English well, or speaks a dialect different than what the translator knows, the translation will be that much further off.

Gateways are, and have always been, the bane of the Internet's existence. Most mail gateways are pretty lame, and are probably the cause of 99% of the lost email on the Internet. That is, it's not the Internet itself that loses mail: it's bad gateways. Even if a gateway is written extremely well, it has to make the assumption that the software that's handing it messages is also written well and is well documented. Yeah, right.

Thus, an intranet system that includes a gateway instead of a real Internet server is not really an intranet. Just as there's no excuse for a LAN to use anything other than TCP/IP, there is usually no good reason for an intranet to use a gateway instead of a real Internet-standard server or client. Today, there are over a dozen SMTP (mail) servers, and over fifty HTTP (Web) servers. For a company to say, "Oh, it's too hard to write our own server," or, even worse, "Our gateway will work better than an Internet server," is like saying, "We don't care enough to do the real thing."

Real Intranets Really Work

The funny thing, with all the posturing of the companies that are so far behind in the intranet race, is that lots of other companies have been quietly selling full intranet suites for years. Sun Microsystems has been pushing TCP/IP for over a decade as a way to sell its hardware, but there have been plenty of other software-only companies that have been selling Windows-based TCP/IP solutions as well.

Now that Microsoft gives away a reasonable set of some TCP/IP software in Windows 95 (although it is still a real pain to configure), you would think that they would take the last step and go all the way with helping people with intranets. They haven't yet, and that's letting Netscape get a fair amount of market share selling their intranet solutions to people Microsoft could be serving.

By this time next year, this could all be moot, with people setting up intranets by getting some of what they need from Microsoft and the rest from other vendors. Of course, the big loser will be Novell, whose bread and butter comes from non-open LAN software. This is not to say Novell will go out of business soon: there will always be a legacy market. But as more and more people want to make their in-house systems work the same as the Internet, intranets will quickly start to outnumber old-style LANs, giving everyone many more choices for a variety of vendors. ■

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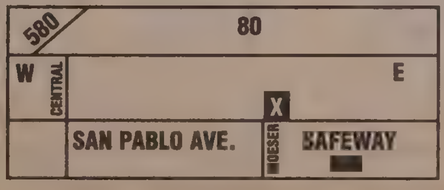

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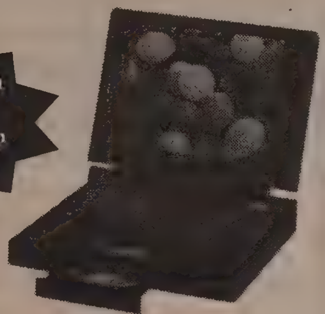

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- Removable 540MB Hard Drive (810MB, 1.35GB optional)
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- 11.3" Dual Scan or 10.4" and 12.1" Active Matrix 800x600 SVGA LCD Display
- 6X Speed CD-ROM (600KB/sec)
- Integrated Trackpad
- 1 PCMCIA III or 2 PCMCIA Type II slots
- **Duracell Extra large NiMH Battery**
- 1 16C550 Compatible Serial Port
- 1 Parallel Port EPP/ECP mode support
- Other Ports: Ext. Keyboard, Ext. VGA Monitor & 176 Pin Connector for Docking Station
- Jacks - 1 line in and 1 line out
- 86-key Keyboard
- Carrying Bag and AC/Adapter
- Weight: 7.1 lbs with battery
- 11.8" W x 9.1" D x 2.1" H
- **Windows 95 or DOS and Windows 3.11**

Pentium Low Voltage Processor			
CPU	11.3" Dual Scan	10.4" Active Matrix	12.1" Active Matrix (6X CD-ROM)
90MHz	$2200	$2420	$2800
120MHz	$2330	$2560	$2948
133MHz	$2460	$2680	$3060

5200 Series

12.1" TFT/SVGA 6x CD-Rom

- Intel Pentium 75/90/100/120/133/150/166MHz CPU
- **8MB RAM expandable to 32MB**
- 256K Secondary Cache Memory
- Removeable 3.5", 1.44MB FDD
- **Built-in 5.25" 4X CD ROM/ 6X Speed CD-ROM**
- **Removeable 810MB HDD** (540MB, 1.35GB, 2.5GB optional)
- 32-bit PCI Bus Interface with Windows Accelerator
- **On board 2MB Video Display RAM**
- 1 16550 Compatible serial port
- 1 parallel port with ECP/EPP support
- Simultaneous CRT & LCD Operation
- 11.3" Dual Scan Color supports **800x600**
- **10.4"** or **12.1"** Active Matrix Color LCD Display supports **800x600**
- CRT: supports 1280x1024, 256 colors
- 16-bit Stereo sound system
- Built-in Microphone and Speaker
- PCMCIA 2.1 Standard Compliant
- 2 PCMCIA Type II or 1 Type III slot
- Detachable A4 size keyboard
- **Integrated trackpad**
- **Windows 95 or DOS and Windows 3.11**

8MB+810MB	11.3" Dual	10.4" TFT SVGA	12.1" TFT SVGA
Pentium 75	$2100	$2400	$2800
Pentium 100	$2150	$2450	$2850
Pentium 120	$2200	$2500	$2900
Pentium 133	$2270	$2570	$2970
Pentium 150	$2360	$2660	$3060

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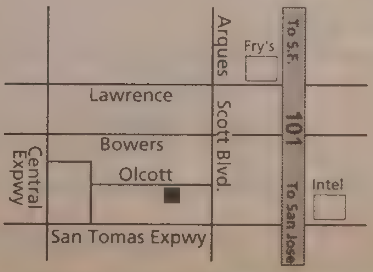

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Industry Insights *continued from page 18*

MICROTIMES STOCK INDEX TAKES IT ON THE CHIN

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 06/10/96	CLOSING PRICE 07/05/96	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL IVIDEN RATE	ANNUAL IVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
OTC	Adobe		ADBE	36.50	35.13	-1.38	-3.77	34	0.20	0.57	74.25	30.00
OTC	Autodesk		ACAD	34.63	28.88	-5.75	-16.61	18	0.24	0.83	53.00	27.75
OTC	Borland	(L)	BORL	11.13	7.13	-4.00	-35.96	16	0.00	0.00	21.25	7.13
OTC	Informix		IFMX	23.00	23.25	0.25	1.09	31	0.00	0.00	36.75	16.88
OTC	Microsoft	(H)	MSFT	120.63	118.38	-2.25	-1.87	38	0.00	0.00	125.88	79.88
OTC	Novell		NOVL	14.38	13.00	-1.38	-9.57	30	0.00	0.00	21.63	11.38
OTC	Oracle	(H)	ORCL	33.19	37.13	3.94	11.86	41	0.00	0.00	40.38	23.38
OTC	Software Publishing		SPCO	2.81	2.56	-0.25	-8.89	-	0.00	0.00	5.13	2.19
OTC	Symantec		SYMC	14.50	11.25	-3.25	-22.41	-	0.00	0.00	33.25	9.88
	HARDWARE											
OTC	Apple	(L)	AAPL	24.13	19.50	-4.63	-19.17	-	0.00	0.00	49.88	19.50
OTC	AST Research		ASTA	7.25	6.75	-0.50	-6.90	-	0.00	0.00	16.88	4.63
NYS	Compaq		CPQ	48.75	48.63	-0.13	-0.26	17	0.00	0.00	56.75	35.88
NYS	Digital Equipment		DEC	47.38	38.50	-8.88	-18.73	13	0.00	0.00	76.50	35.13
OTC	Dell		DELL	55.38	48.88	-6.50	-11.74	17	0.00	0.00	57.25	23.00
NYS	Hewlett-Packard		HWP	105.38	92.13	-13.25	-12.57	18	0.96	1.04	115.38	70.00
NYS	IBM		IBM	102.63	97.88	-4.75	-4.63	15	1.40	1.43	128.88	83.13
NYS	Silicon Graphics		SGI	26.13	24.13	-2.00	-7.66	20	0.00	0.00	45.63	21.13
OTC	Sun Microsystems		SUNW	62.50	55.75	-6.75	-10.80	23	0.00	0.00	67.13	19.75
NYS	Xerox		XRX	53.38	51.50	-1.88	-3.51	-	1.16	2.25	54.75	36.50
NYS	Tandy		TAN	51.00	45.25	-5.75	-11.27	16	0.80	1.77	64.38	34.13
	CPU'S											
NYS	Advanced Micro Devices	(L)	AMD	16.88	13.63	-3.25	-19.26	6	0.00	0.00	36.50	12.88
OTC	Intel		INTC	74.13	72.13	-2.00	-2.70	18	0.20	0.28	78.38	49.81
NYS	LSI Logic		LSI	27.63	24.25	-3.38	-12.22	13	0.00	0.00	62.50	22.50
NYS	Motorola		MOT	65.38	65.88	0.50	0.76	22	0.48	0.73	82.50	44.75
	COMMUNICATIONS											
NYS	AT&T		T	61.63	60.00	-1.63	-2.64	333	1.32	2.20	68.88	51.38
NYS	BellSouth Corp.		BLS	40.25	42.50	2.25	5.59	21	1.44	3.39	45.88	31.00
OTC	MCI		MCIC	28.25	25.38	-2.88	-10.18	30	0.05	0.20	31.13	20.88
NYS	Northern Telecom	(H)	NT	53.88	54.75	0.88	1.62	28	0.52	0.95	55.75	31.50
NYS	Pacific Telesis		PAC	33.50	33.00	-0.50	-1.49	13	2.18	6.61	35.25	25.63

KEY: NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	5
DECLINES	24
UNCHANGED	0
NEW HIGHS	3
NEW LOWS	3

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Oracle	$	3 94
LARGEST DOLLAR LOSER	Hewlett-Packard	$	-13.25
LARGEST PERCENTAGE GAINER	Oracle		11 86 %
LARGEST PERCENTAGE LOSER	Borland		-35.96 %

	CLOSE 06/10/96	CLOSE 07/05/96	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	7822.17	7191.39	-630.77	-8.06
DOW JONES INDUSTRIAL AVERAGE	5687.87	5588.14	-99.73	-1.75
STANDARD & POOR'S 500 INDEX	672.16	657.44	-14.72	-2.19
N.Y.S.E. COMPOSITE	360.17	353.24	-6.93	-1.92
NASDAQ COMPOSITE	1230.04	1158.35	-71.69	-5.83

CLOSING QUOTES FOR GRAPH.

DATE	MICRO TIMES	DOW JONES
12/13/95	7945.37	5216.47
01/22/96	7157.50	5219 36
02/14/96	7647.58	5579.55
03/15/96	7381.90	5584.97
04/12/96	7227.29	5532.59
05/09/96	7897.34	5475.14
06/10/96	7822.17	5687.87
07/05/96	7191.39	5588.14

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Technology stocks which make up the MicroTimes Stock Index were pummeled for the month ending July 5. Specifically, the MT Index plummeted 630.77 points, or 8.06%, before coming to rest at 7191.39. In comparison, the Dow Jones Industrial Average was off 99.73 points, or 1.75%, en route to a close of 5588.14. The tech-laden Nasdaq Composite Index dropped 71.69 points, or 5.83%, to close at 1158.35. Our market diary read as follows: decliners towered over advancers by a 24-to-5 count, and there were three stocks that rallied to new 52-week highs vs. three that slipped to new 52-week lows.

Turning To The Stocks In The Microtimes Index:

Borland International represented the largest percentage loser in our index for the second month in a row as it dropped 4.00 points, or 35.96%, to close at $7.13. Borland has announced the resignation of President and Chief Executive Officer Gary Wetsel. In addition, the company said that it expects revenues for the first fiscal quarter ended June 30, to fall in the range of $34 to $35 million. Borland attributed the first quarter revenue decline primarily to lower-than-expected sales in the U. S.

Alex Brown analyst Mary McCaffrey cut her earnings estimate for Symantec Corp. to $1 per share from $1.10 per share for 1997. McCaffrey cited a lower growth rate in June and no new products released in the first quarter for the decline. Last month, shares for Symantec dropped 3.25 points, or 22.41%, to close at $11.25.

A survey compiled by the market research firm Computer Intelligence, found that revenue from sales of Apple computers dropped 30.6% in April and 32.6% in May, compared with the year-ago levels. Shares for the Cupertino, California-based computer company slid 4.63 points, or 19.17%, before coming to rest at $19.50.

Oracle Corporation bucked the trend of our index as it rose 3.94 points, or 11.86%, to close at $37.13. The company reported net income for the fourth quarter ending May 31, of $266 million, or $0.40 a share, compared to net income of $182 million, or $0.27 a share, in the year-ago quarter. For the fiscal year ended May 31, earnings surged 44% to $636 million, or $0.95 a share.

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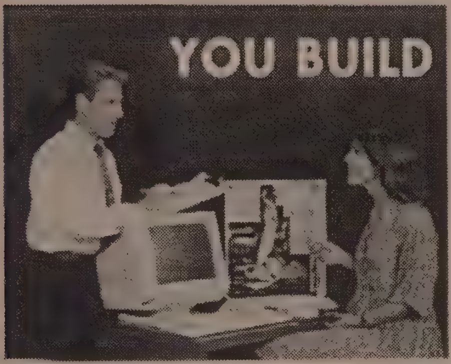

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Letters

Salute To An Unsung Hero: In Memory Of Howard Fullmer

I recently learned of the death of long time computer consultant, Howard K. Fullmer. He was responsible for the success of the i386SL while he worked with Zenith Data Systems. When he moved with Tony Olson from ZDS to Gateway 2000, he was responsible for the success of the Handbook 486 (which he used up to his last trip overseas last year), the Liberty, and the Solo.

A little bit of Howard is in the light weight and hours of battery life of most portables using Intel architecture.

It's a little outside of your usual articles, but even a little blurb about Howard would lift the veil a little on the humans who often work till death to ensure quality and technologically superior computers for the masses.

Tom Barrett
Hillsboro, OR

We're sorry to hear of Mr. Fullmer's passing, and happy to salute his achievements. Our deepest sympathies to his family and friends.
—eds.

Real Estate On The Net: There IS A There There

I have to correct Laura Bell's recent article (#150) on real estate on the Internet. Near the end of the article she states: "Sharing all their listings where the public can stop by and see will probably never happen." This is just not true.

Our site, Bay Area Real Estate Network (*http://www.homefinder.com*) has the complete East Bay Regional database online. This system has over 10,000 listings which we update *daily*, and covers all of Alameda and Contra Costa County. It's free to view, and registration is NOT required. Expect to see this trend continue, *especially* here in the Bay Area.

Theodore Tagami
ted@re.com
Bay Area Real Estate Network

UNIX: Longer! Stranger! Trippier!

We enjoyed Bennett Falk's "More Fun With Words" (#152). Sometimes there's nothing left to say except, "what a long strange trip it's been."

Georgia Stigall
via Internet

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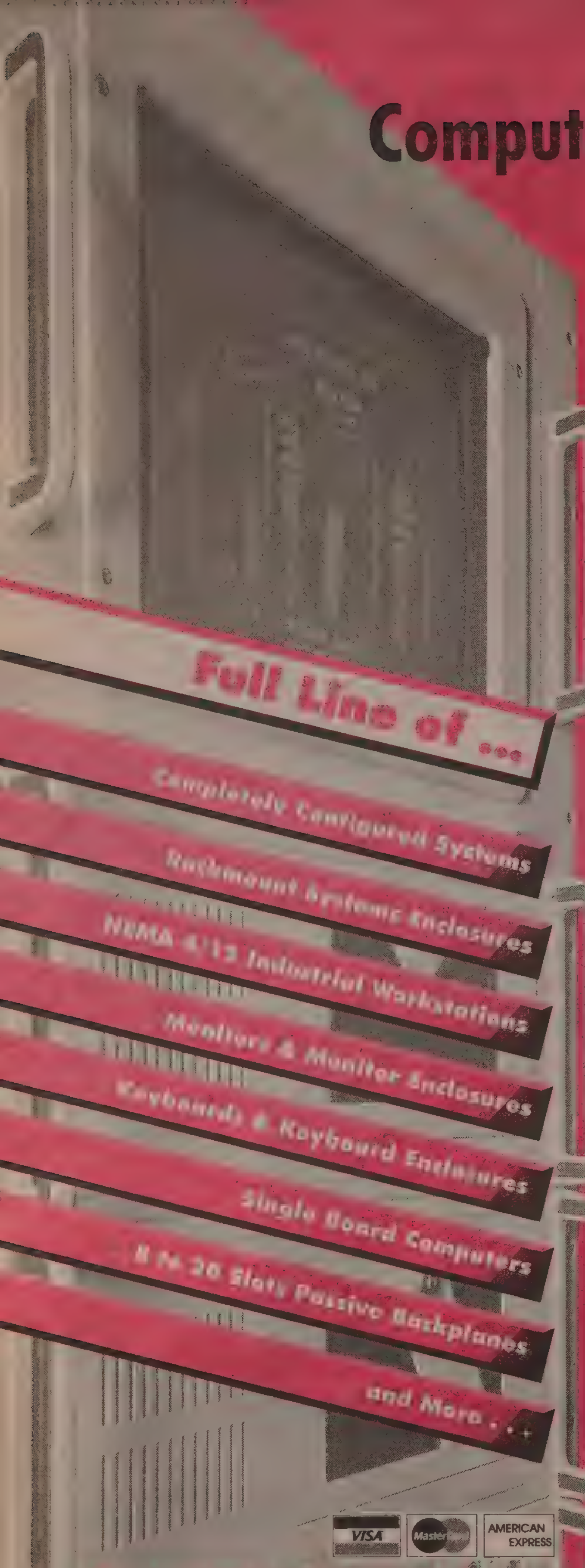

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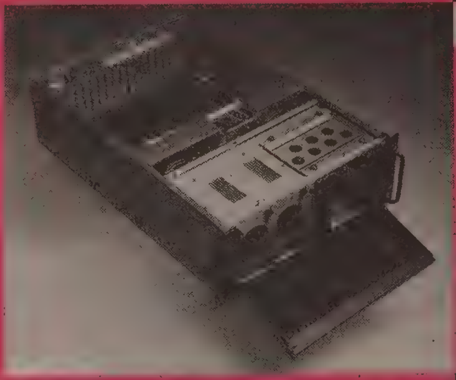

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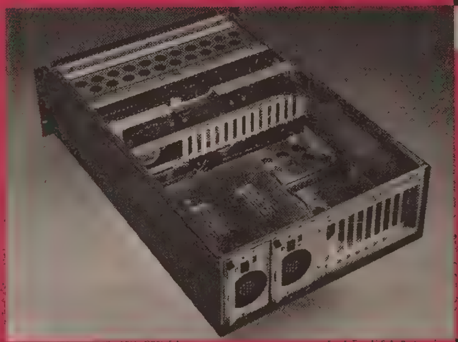

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Utilities To Keep Your Computer In Tune

Norton Utilities/First Aid 95 Deluxe

As computers become increasingly complex, novice users are also increasingly at a loss to fix things when they go wrong. This situation has given rise to the software utilities industry, designed to help you out when you have trouble. It used to be that when you had problems you were out of luck. Now, miraculously, you can invoke software specifically designed to get you out of the jam.

Even though my computers are in good shape, I encounter problems from time to time primarily because I end up installing and removing a wide variety of hardware and software from my system. Inevitably, I have to call customer support to help me solve the more pesky problems. I feel that if I can eliminate these calls, I can save lots of time and perhaps money as well. Some products, typically the better behaved ones, offer technical support through toll-free 800 numbers. But products that require more attention from the technical support staff often make you pay for the phone call even if they offer free technical support. The worst situation is the one in which you have to pay for the call plus pay a fee to the company for their help. To make matters worse, many of these companies keep you on hold for an unforgivably long time.

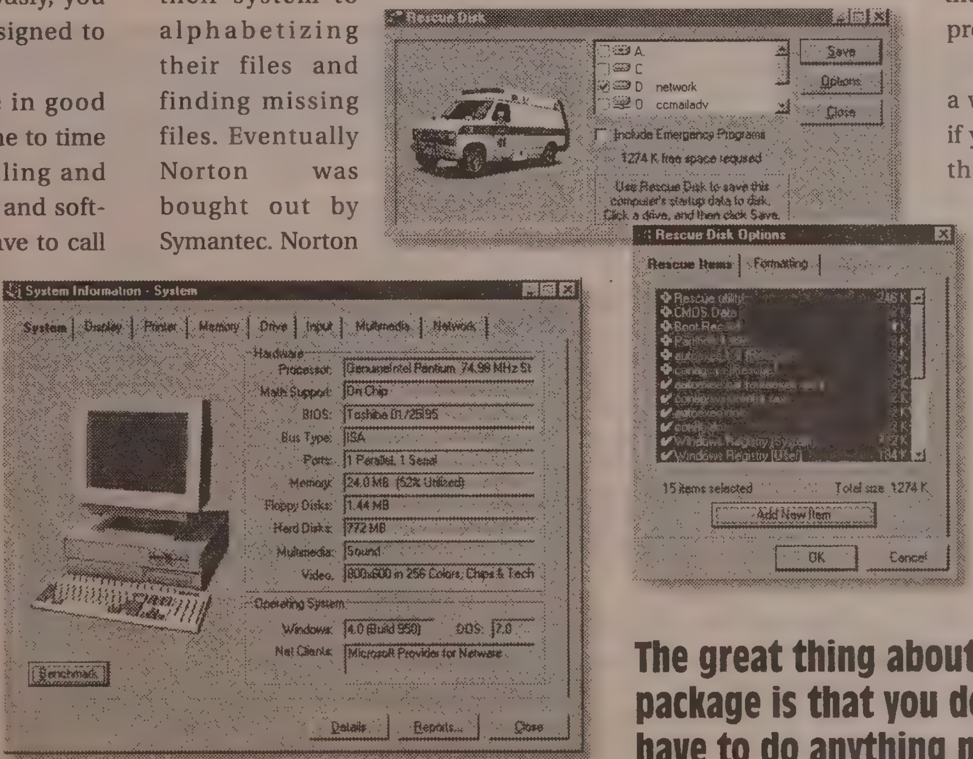
The first utility to gain widespread attention was Norton Utilities. In the early days of PCs, Peter Norton began to develop tools that would fix problems mere mortals could only dream of fixing. His first fix was a utility that would unerase files that you had deleted by mistake. Eventually Microsoft incorporated a similar feature into its operating system, but the lag time was enough for Peter Norton to establish a successful software company—and become a millionaire. Norton Utilities grew into a collection of some forty different tools that allowed users to perform tasks ranging from seeing a profile of their system to alphabetizing their files and finding missing files. Eventually Norton was bought out by Symantec. Norton Utilities have gone through several editions and at this point is considered essential by many computer users. The latest version, Norton Utilities for Windows 95, is a completely new set of utilities designed specifically to answer the needs of Windows 95 users.

The new Norton Utilities helps you in making the transition from older versions of Windows to Windows 95 and once you have completed the move it monitors your system continuously to make sure that the files that make your system run smoothly are in order. If Norton detects anything out of order, you are informed and asked if you would like the problem fixed. The great thing about the Norton package is that you do not generally have to do anything more than answer yes and let the program work its magic.

The documentation offers a wealth of information and if you are a computer wizard the program allows you to tweak the guts of the system till your heart's content. For the rest of us, the fixes are painless and powerful. The monitor that flashes on my screen each day as I power up tells me whether the set of rescue disks the program created to restore malfunctioning hard drives are out of date and periodically guides me through creating a new set. The more you know about your computer, the more powerful this package becomes, but I highly recommend it even for those who know relatively little.

Recently I received another package of fix

> **The great thing about the Norton package is that you do not generally have to do anything more than answer yes and let the program work its magic.**



☐ A:
☐ C
☑ D network
☐ D ccmailadv

☐ Include Emergency Programs

1274 K free space required

Use Rescue Disk to save this computer's startup data to disk. Click a drive, and then click Save.

Rescue utility 246 K
CMOS Data
Boot Record
Windows Registry (User) 184 K

15 items selected Total size 1274 K

Processor: GenuineIntel Pentium 74.98 MHz St
Math Support: On Chip
BIOS: Toshiba 01/25/95
Bus Type: ISA
Ports: 1 Parallel, 1 Serial
Memory: 24.0 MB (52% Utilized)
Floppy Disks: 1.44 MB
Hard Disks: 772 MB
Multimedia: Sound
Video: 800x600 in 256 Colors; Chips & Tech

Windows: 4.0 (Build 950) DOS: 7.0
Net Clients: Microsoft Provider for Netware

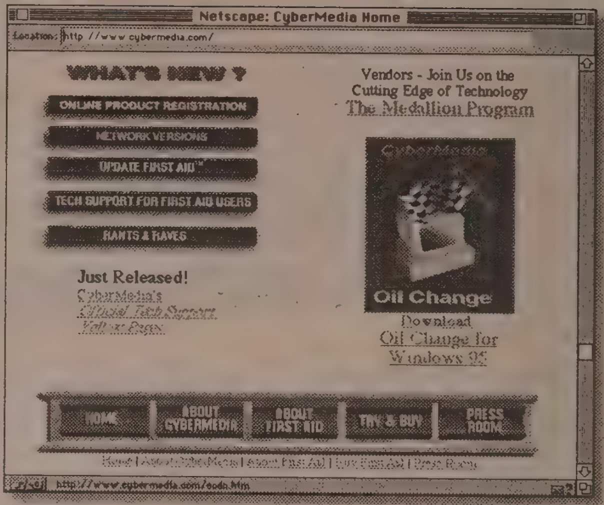
Laptops *continued...*

First Aid 95 Deluxe has several unique features besides those I have described. One of the buttons will connect you to the CyberMedia (the makers of First Aid) Web site and automatically update the program for you.

utilities called First Aid 95 Deluxe. This package is avaliable on CD-ROM as well as floppy disks. At first, I thought it was simply a product designed to compete with the Norton Utilities. As I read the literature, however, I discovered that First Aid 95 perfectly complements Norton as it focuses on software conflict problems and fixes them instantly.

I frequently get error messages and don't know why. First Aid 95 offers to sort out the conflicts and fix them. The documentation that comes with the program is easy to read, but in reality you don't really have to read much of the literature to make use of the program. Simply install it and it begins to work. Like Norton, this program installs a set of utilities that monitor your computer. If problems arise, the program knows where you are and can step in to assist. If program files get out of order, which happens all to often for me, First Aid comes to the rescue. If you experience a problem that gives you a warning that your computer must be shut down and restarted, First Aid intercepts the computer and offers you a quick exit before any harm is done. Like Norton, there is a rescue disk that promises to get you back up and running if you are locked out of your computer because of software conflicts.

The opening menu is self-explanatory. The fix applications key brings up a list of all of your installed applications. If you click on one of them, you can then choose to have it checked. If any files are out of order, you can ask the program to fix the problem. It works. A couple of times, the program showed me an error that I thought was wrong. It turned out that First Aid was usually right and that I had files I didn't real-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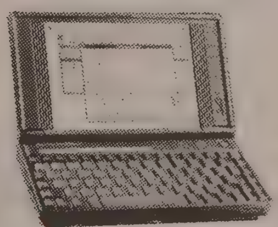

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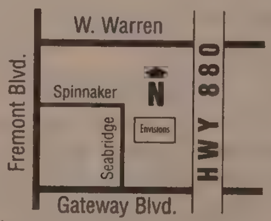

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Laptops *continued...*

ize were still on the computer. In one case, however, the program told me I had a missing printer driver. I told the program to fix the problem and subsequently had a new problem. With the click of a button, I was able to undo the fix and return to my previous state. I then told the program not to bring that problem to my attention again.

The worst situation is the one in which you have to pay for the call plus pay a fee to the company for their help. To make matters worse, many of these companies keep you on hold for an unforgivably long time.

First Aid 95 Deluxe has several unique features besides those I have described. One of the buttons will connect you to the CyberMedia (the makers of First Aid) Web site and automatically update the program for you. First Aid also maintains a yellow page directory of software companies, their phone numbers, and Web site addresses. By clicking buttons on the First Aid screen, you can connect to these sites without having to type in Web addresses. You must, of course, have access to the Web. In my case, I connected to my Internet provider, called up Netscape and then pressed the buttons in First Aid. CyberMedia also includes a printed yellow page book with the same information for those who are not able to access the companies electronically or for those times when you need a phone number.

While First Aid 95 will not solve all of your problems, it is definitely a useful tool. The way I look at it is that if it saves you a couple of tech support phone calls it has paid for itself in saved time and perhaps money.

It is impossible to adequately describe in this limited space either of the two programs I have discussed. It is my intention to bring these tools to your attention so you can see if they are right for you.

continued on page 44

RESOURCES:

Norton Utilities for Windows 95 $119
Symantec Corp.
10201 Torre Ave.
Cupertino, CA 95014
1-800-441-7234

First Aid 95 Deluxe $49.95
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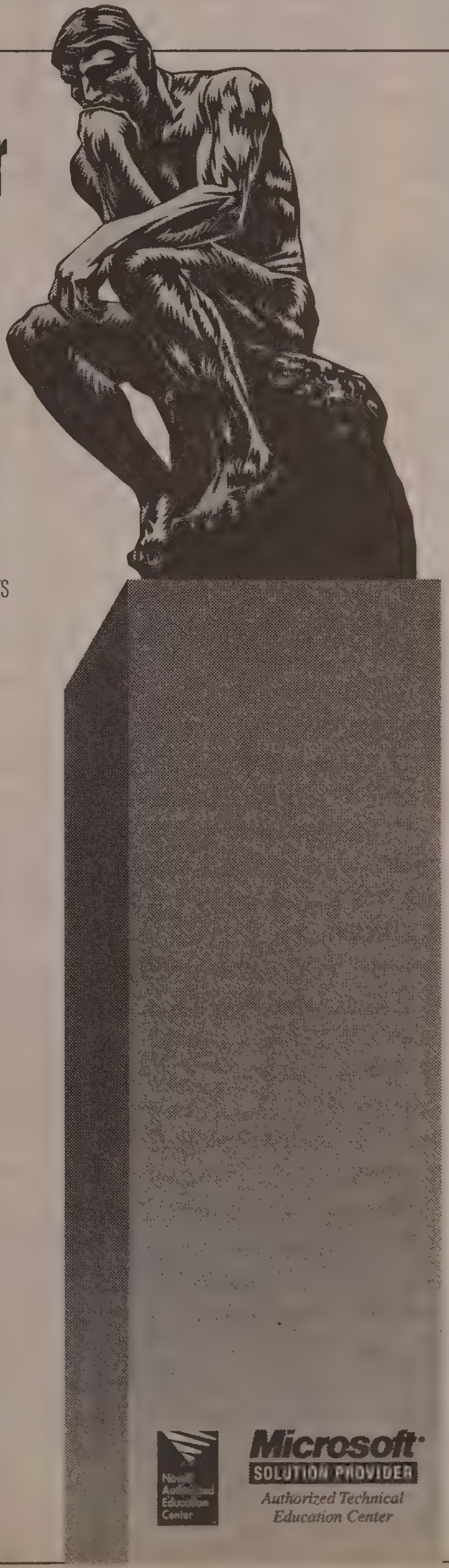

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5. Be familiar with the particular computer products you are interested in. Be specific about the various products, system processors, speeds, hard drive sizes, features, as well as the particular configuration that you are interested in. This will ensure that you get an accurate response.

When You're Finished, Please Fax The Completed Form To:

1-800-496-8008

To accurately process your quotation request, please print like the example to the right, without touching the box sides. Thank you.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	U	V	W	X	Y	Z

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and not with check or crossed marks > Ø ⊗

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MicroTimes *Quotation Hotline*

Fax forms to: 1-800-496-8008

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First Name
Last Name
Company Name
Title
Address
City
State
Zip Code
Area Code Phone Number – –
Area Code Fax Number – –
E-Mail Address
E-mail address (continued)

Number of Employees
○ 1 to 10 ○ 50 to 100
○ 10 to 50 ○ Over 100

What Is Your Purchase Time Frame?
○ 1 Week ○ 3 Weeks
○ 2 Weeks ○ 4 Weeks

Please Rank Your Choice
H=High L=Low
Ⓗ Ⓛ Price Ⓗ Ⓛ Service
Ⓗ Ⓛ Reseller Ⓗ Ⓛ Warranty
Ⓗ Ⓛ Onsite Support
Ⓗ Ⓛ Compatibles
Ⓗ Ⓛ Brand Name

To Be Used Where ?
○ Business
○ Home
○ Network

I Would Like To Receive My Quotation Sent To Me By:
○ Fax ○ Phone ○ E Mail ○ Mail

When requesting different types of systems or multiple systems types make copies of this form at 100% of actual size, do not reduce in size. Fill in your number of forms to follow.

Enter # Of Requested Forms
① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨

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STEP ONE: PICK A SYSTEM.
○ PC COMPATIBLE ○ MACINTOSH
○ PC NAME BRAND ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference
Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices
① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨
10 or More ○

My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

Call Me For A More Detailed Quote. ○
Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: SYSTEM CONFIGURATION:
○ INTEL ○ AMD ○ CYRIX ○ MAC QUADRA/PERFORMA ○ MACPOWER PC
○ PENTIUM PRO ○ PENTIUM ○ 486

CPU MHz & SPEED:
○ DX4 ○ DX2 ○ DX ○ 5X86 ○ 6X86 ○ Quadra ○ PowerPC
○ 200 ○ 180 ○ 166 ○ 150 ○ 133 ○ 120 ○ 100 ○ 80 ○ 75 ○ 66

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ EDO ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

FLOPPY DRIVE: ○ 1.44MB
and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External
○ ISDN ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower
○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB
○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard
○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp
○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE ○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal
○ IDE ○ SCSI ○ External
CD ROM TITLES INCLUDED:
○ 1-5 ○ 5-10 ○ 11+

SPEED
○ 2X
○ 4X
○ 6X
○ 8x

○ BRAND NAME ○ No Brand Name Preference
CD ROM Brand Name and Model Number

SOUND CARD
○ 16Bit
○ 32Bit

SPEAKERS
○ Less Than 25W
○ 25 to 50W
○ 50 to 75W
○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono
○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I
○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS: ○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

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STEP SIX: UPGRADES & PERIPHERALS: ○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner ○ Zip Drive

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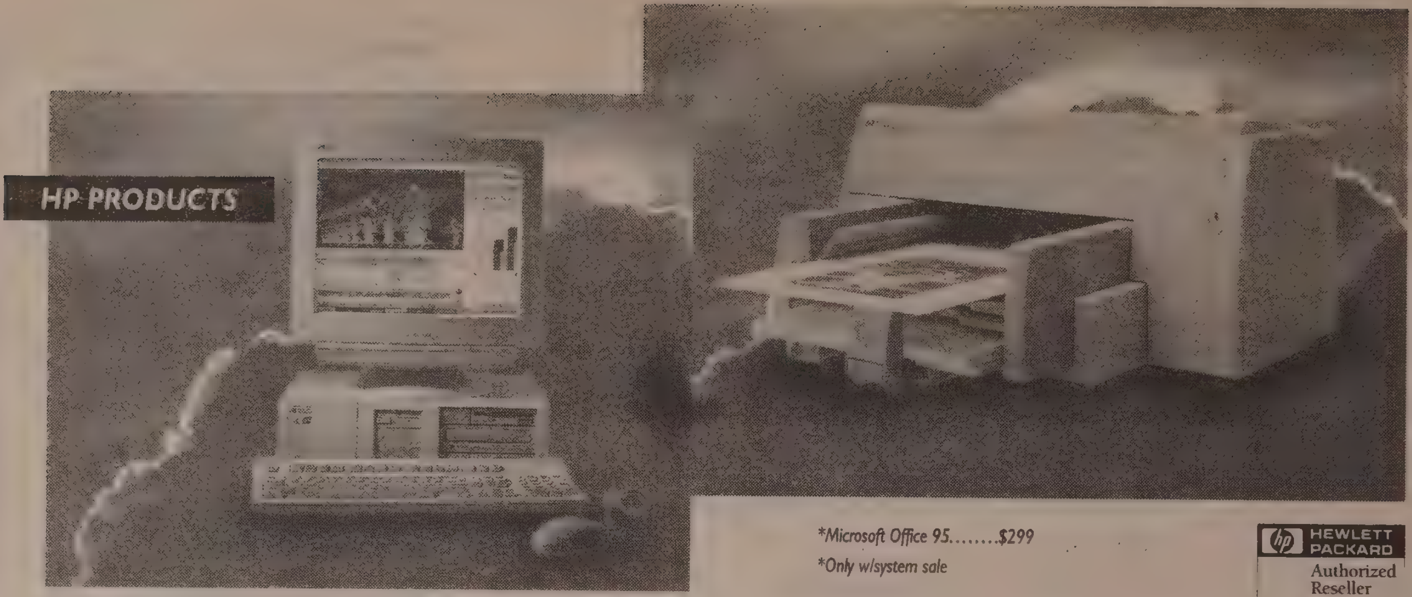

*Microsoft Office 95........$299
*Only w/system sale

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Authorized Reseller

HP *Omnibook 5000C*

- 75 MHz Pentium® Processor
- 8MB RAM Exp To 40MB
- 540MB HDD/16 Bit Sound
- 10.4" DSTN Color
- Trackball/Stereo Speakers
- 7.3 Lbs/3 Year Warranty
  PN F1126A.............**$2895**

HP *Omnibook 5000CTS*

- 90 MHz Pentium® Processor
- 16MB RAM Exp To 40MB
- 1GB HDD/16 Bit Sound
- 10.4" Active Matrix Color
- Trackball/Stereo Speakers
- 7.3 Lbs/3 Year Warranty
  PN F1131A...........**$4799**

HP *Vectra VE2*

- 75 MHz Pentium® Processor
- 8MB RAM Exp To 192MB
- 640MB HDD/1.44MB FDD
- Desktop Case
- 1MB SVGA Card (Monitor not included)
- HP Keyboard & Mouse
- MS Dos/Windows for Workgroups
- 3 Year Limited Warranty

PN D4002A...........**$1399**

HP *Vectra XM4*

- 120/133 MHz Pentium® Processor
- 16MB RAM Exp To 192MB
- 840MB HDD/1.44 FDD
- 1MB 64 Bit SVGA Card (Monitor not included)
- 32 Bit Ethernet Card
- HP Keyboard & Mouse
- MS Windows '95
- 3 Year Limited Warranty
  120MHz................**$1879** D3968A
  133MHz w/16MB......**$2079** D3977A

HP *Vectra VL4*

- 100 MHz Pentium® Processor
- 16MB RAM Exp To 40MB
- 1GB HDD/1.44MB FDD
- Desktop Case
- 1MB SVGA Card (Monitor not included)
- HP Keyboard & Mouse
- MS Dos/Windows for Workgroups
- 3 Year Limited Warranty
  PN D3672B.............**$1849**

HP *Printers*

• HP DESKJET 340	**$295.00**
• HP DESKWRITER 340	**$295.00**
• HP DESKJET 600C	**$229.00**
• HP DESKWRITER 600	**$249.00**
• HP DESKWRITER 660C	**$359.00**
• HP DESKJET 680C	**$329.00**
• HP DESKJET 820CXi	**$399.00**
• HP DESKJET 855CXi	**$499.00**
• HP DESKJET 1600C	**$1329.00**
• HP DESKJET 1600CM	**$1899.00**
• HP LASERJET 4MV	**$2695.00**
• HP LASERJET 4V	**$1895.00**
• HP LASERJET 5L-FS	**$499.00**
• HP LASERJET 5	**$1299.00**
• HP LASERJET 5N	**$1549.00**
• HP LASERJET 5M	**$1849.00**
• HP LASERJET 5P	**$869.00**
• HP LASERJET 5si	**$2799.00**
• HP LASERJET 5siMX	**$3699.00**
• HP LASERJET 5MP	**$1029.00**
• HP COLOR LASERJET 5	**$5699.00**
• HP ScanJet 4C	**$929.00**
• HP CopyJet	**$2299.00**
• HP CopyJet M	**$2799.00**
• HP OfficeJet LX	**$699.00**

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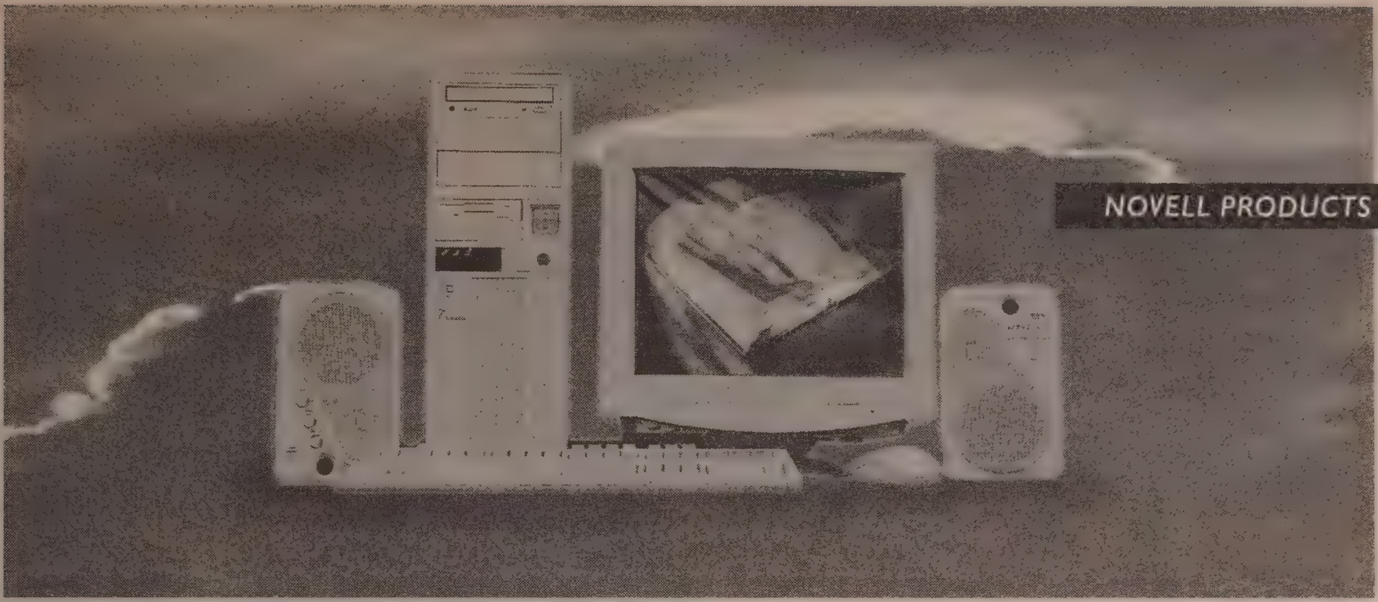


NOVELL PRODUCTS

• Equipment is just representative of items sold.

Novell Netware®

• 5 User 3.12	$795
• 5 User 4.1	$795
• 10 User 3.12	$1695
• 10 User 4.1	$1695
• 25 User 3.12	$2595
• 25 User 4.1	$2595
• 50 User 4.1	$3495
• 100 User 4.1	$4795
• 250 User 4.1	$8495

Victoria Ultra Server

- 166 MHz Pentium® Processor
- Pentium® Chip Based Motherboard w/256k Pipeline Cache
- 32MB RAM Exp. to 128MB
- GT-300 Full Tower Server Case
- 101 key Keyboard
- 1.44MB FDD
- Seagate 4GB Wide SCSI HDD
- Adaptec 2940uw SCSI Controller
- Spider Turantula lite 1MB PCI
- 9" Mono VGA monitor
- US Robotics 28.8vi Fax/Modem
- HP C1536A 4GB DAT Tape Backup
- Toshiba 3701 Internal 6x CD Rom
- Microsoft Serial Mouse
- Novell Netware 4.1 25 User
- 3COM 3C595 10/100 Ethernet Card
- APC 1000U UPS + Powerchute

$7495

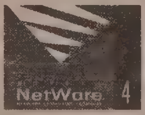
EtherNet Adapters

INTEL	
Etherexpress 16 16bit 5Pack	$575
Etherexpress 16 16bit 20pack	$1995
16bit Ethernet Combo PCLA 8100	$129
16bit Ethernet BNC PCLA 8110	$115
16bit Ethernet 10BT PCLA 8120	$115
16bit Ethernet Combo PCLA 8105/Flash	$159

3COM	
3C509 Etherlink III Coax/TP	$117
3C509 Etherlink III 5pack	$528
3C590 PCI Combo	$165
3C595 PCI 10/100 10BT	$239

SMC	
Ether card plus elite 16 Coax/TP	$119
Elite ultra 16bit Coax/TP	$115
Elite ultra 16bit 6pack/24pack	$675/2375
SMC Ultra 16 Bit Ethernet Combo	$135
PCMCIA UTP	$199
32-bit PCI Full Duplex Combo	$159
32-bit PCI Full Duplex UTP	$139
32-bit PCI 4-Port UTP Full Duplex	$529
32-bit 10/100 PCI Adapter	$199
16-bit ISA Adapter	$119
PCI Ethernet Card	$129

- Coax
- Twisted Pair (10BT)
- Fiber Optic
- Token Ring
- Wireless



DANPEX	
EN-2400PB 16Bit BNC s/w	$42
EN-2400PT 16Bit 10BT s/w	$39
EN-2400P3 16Bit Combo 3-in-1	$47
EN-6200P2 1PCMCIA Combo	$150
EN-6000BT Pocket Lan 10BT	$135
EN-4001 4Port 10BT Hub	$125
EN-800A 8Port 10BT Hub	$155
EN-1212A 12Port 10BT Hub	$325
Modular Print-Server For Netware	$325

HD *provide network solution that work!*

ARE YOU DEDICATED TO DOING THINGS THE RIGHT WAY? *Of course you are, that's why HD Computer is the right networking partner for you. We have the hardware selection and service offerings you need to get your business or department connected the right way. We provide service throughout the entire networking project cycle. Planning, design and financing at the beginning of the cycle. Installation and implementation in the middle. And, finally, support and on-site service for maintaining the network. Get the whole job done the right way, call HD Computer today!*

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COMPAQ PRODUCTS

*Microsoft Office 95.........$299
*Only w/system sale

Compaq LTE5250

- 120 MHz Pentium® Processor
- 16MB RAM Exp to 72MB
- 810MB HDD/1.44MB FDD
- 10.4" CTFT PCI VGA
- 2 Type II or 1 Type III PCMCIA
- Windows '95
- 7.4 lbs/3 Year Warranty
  PN CPQ-A-14890..........**$4099**

Compaq LTE5280

- 120 MHz Pentium® Processor
- 16MB RAM Exp to 72MB
- 1.35GB HDD/1.44MB FDD
- 11.3" TFT PCI SVGA
- 2 Type II or 1 Type III PCMCIA
- Windows '95
- 7.4 lbs/3 Year Warranty
  PN CPQ-A-14795..........**$5299**

Compaq LTE5300

- 133MHz Pentium® Processor
- 16MB Exp to 72MB
- 1.35GB HDD/1.44MB FDD
- 12.1" HI-RES TFT PCI SVGA
- 2 Type II or 1 Type III PCMCIA Windows
- Windows '95
- 7.5lbs/3 Year Warranty
  PN CPQ-A-14790..........**$5899**

Compaq prolinea 100E

- 100 MHz Pentium® Processor
- 8MB RAM Exp to 136MB
- 630MB IDE HDD/1.44MB FDDD
- 1MB PCI SVGA Card
- 101-key Keyboard and Mouse
- Desktop Case
- Windows '95
- 3 Year Warranty
  PN CPQ-A-14345........**$1399**
  *Does not include monitor

Compaq prolinea MT-133

- 133 MHz Pentium® Processor
- 16MB RAM Exp to 192MB
- 2GB IDE HDD/1.44MB FDD
- 1MB PCI SVGA Card
- 101-key keyboard and mouse
- Mini-Tower Case
- Windows '95
- 3 Year Warranty
  PC CPQ-A-14675..............**$2299**
  *Does not include monitor

Compaq Accessories

• 8MB RAM	**$Call**
• 16MB RAM	**$Call**
• 32MB RAM	**$Call**
• 151FS 15" Monitor	**$499**
• 171FS 17" Monitor	**$829**
• Qvision 21" Monitor	**$2099**
• Keyboard w/Built-in Scanner	**$349**

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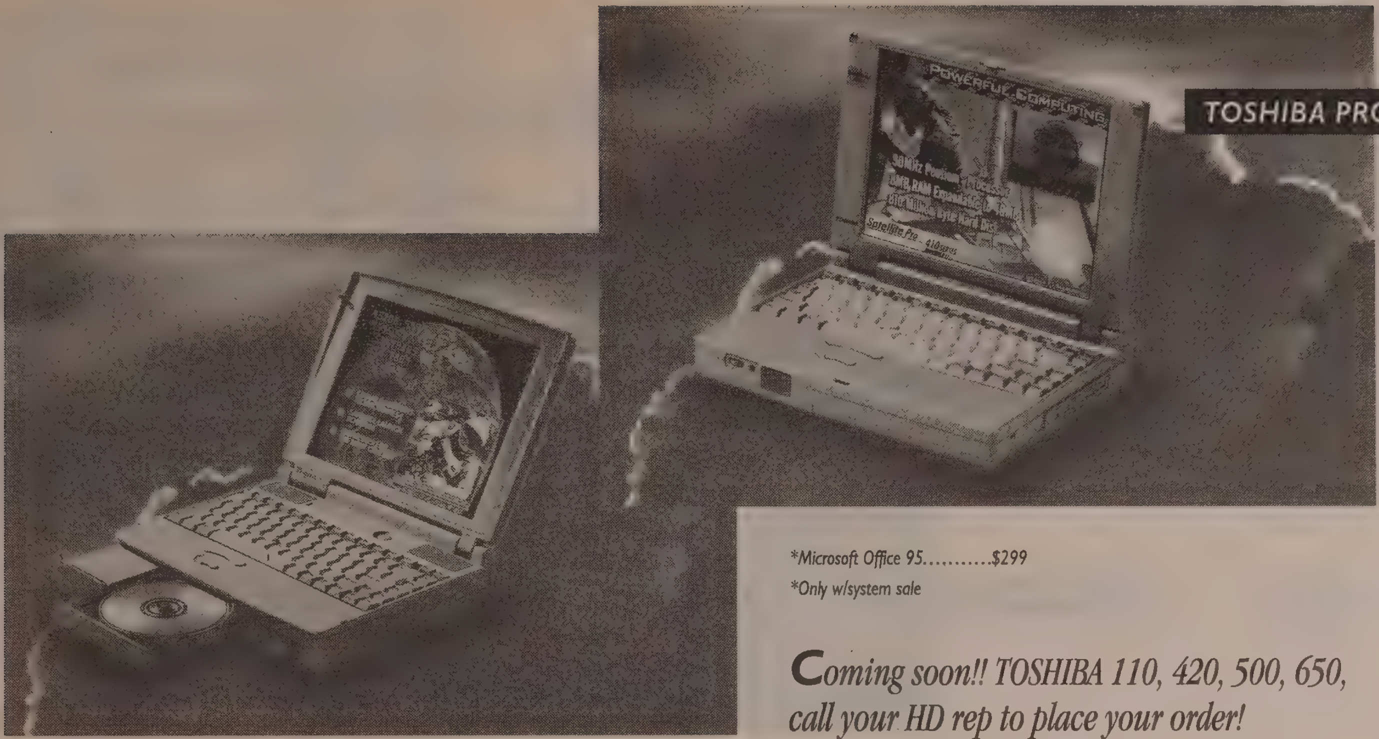
TOSHIBA PRODUCTS



**Microsoft Office 95...........$299*
**Only w/system sale*

Coming soon!! TOSHIBA 110, 420, 500, 650, call your HD rep to place your order!

Toshiba Satellite 100CS

- *Toshiba Satellite 100CS*
- *75 MHz Pentium® Processor*
- *8MB EDO RAM Exp To 40MB*
- *500MB HDD/Ext 1.44MB FDD*
- *10.4" DSTN SVGA*
- *Windows 95*

$1899

Toshiba Satellite 410CS

- *90 MHz Pentium® Processor*
- *8MB EDO RAM Exp To 40MB*
- *810MB HDD/1.44MB FDD*
- *11.3" DSTN VGA*
- *16 Bit Sound & Speaker*
- *Windows '95*
- *7.2 Lbs/3 Year Warranty*

PN PA1215U-S6A...... **$2799**

Toshiba Portege T610CT

- *90 MHz Pentium® Processor*
- *8MB EDO RAM Exp To 40MB*
- *720MB HDD*
- *9.5" TFT Color/ 1MB SVGA*
- *16 Bit Sound Card*
- *Windows 95*

PN PA1123U-T9W........ **$3195**

Toshiba Tecra 700

- *120 MHz Pentium® Processor*
- *8/16MB RAM Exp To 40/48MB*
- *11.3" DSTN/TFT Color*
- *1.23GB Removable HDD*
- *1.44MB FDD/16 Bit Sound*
- *7.5Lbs*
- *Windows 95*

700CS w/ 8MB DSTN.......... **$4099**
700CT w/ 16MB TFT........... **$5099**

Toshiba Tecra 720CDT

- *133 MHz Pentium® Processor*
- *16MB EDO RAM Exp TO 144MB*
- *1.2GB HDD/1.44MB FDD*
- *Six Speed CD ROM Drive*
- *12.1" TFT SVGA w/2MB EDO RAM*
- *16 Bit Sound/Speakers*
- *Built-in 28.8 Modem*
- *Windows '95 or WFW*
- *8Lbs/3 Year Warranty*

720 CDT w/1024x768 SVGA .. **$6399**

Notebook Accessories

8MB RAM Upgrade	**$Call**
16MB RAM Upgrade	**$Call**
32MB RAM Upgrade	**$Call**
HP DeskJet 340 w/Color	**$299**
Megahertz 14.4 X-Jack PCMCIA	**$99**
Megahertz 28.8 X-Jack PCMCIA	**$289**
Xircom 10BT/28.8 PCMCIA	**$429**
US Robotics 28.8 Sportster PCMCIA	**$389**
Danpex 10BT PCMCIA Ethernet Card	**$119**
Targus Carrying Case	**$59**
Port Replicator	**$Call**
Docking Station	**$Call**
Microsoft Office Professional	**$340**
Adaptec 1460 SLIM SCSI PCMCIA	**$169**

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IBM PRODUCTS
NEC PRODUCTS

IBM Business Partner

*Microsoft Office 95..........$299
*Only w/system sale

IBM *Thinkpad 760CD*

- 120 MHz Pentium® Processor
- 8MB RAM Exp To 40MB
- 1.2GB HDD/1.44MB FDD
- 12.1" TFT VGA
- Internal CD ROM
- MS Windows '95
- 3 Year Int'l Easy Serve Warranty

PN 9546U1C.......**$6995**

NEC *Versa 4050H*

- 90 MHz Pentium® Processor
- 8MB Exp To 40MB
- 810MB HDD/1.44MB FDD
- 10.4" HI-RES TFT VGA
- 2 Type II or 1 Type III PCMCIA
- 16 Bit Sound & Speakers
- MS Windows '95
- Versa Glide Touch Pad
- 6.5 Lbs

$3795

AcerNote *Light*

- 120 MHz Pentium® Processor
- 16MB EDO RAM Exp To 40MB
- 810MB HDD/1.44MB FDD
- 10.4" DSTN VGA
- 2 Type II or 1 Type III PCMCIA
- 16 Bit Sound/Touchpad
- MS Windows '95

PN361...........**$2299**

IBM *Thinkpad 760ED*

- 133 MHz Pentium® Processor
- 16MB RAM Exp To 48MB
- 1.2GB HDD/1.44MB FDD
- 12.1" TFT VGA
- Internal CD ROM Drive
- Windows '95
- 3 Year Int'l Easy Serve Warranty

PN 9546U3A.......**$7199**

NEC *Versa 4080H*

- 120 MHz Pentium® Processor
- 8MB Exp To 40MB
- 1GB HDD/1.44MB FDD
- 10.4" High-Res TFT VGA
- 2 Type II or 1 Type III PCMCIA
- 16 Bit Sound & Speakers
- MS Windows '95
- Versa Glide Touch Pad
- 6.4 Lbs

PN 71702.............**$4195**

ACER *Power*

- 133 MHz Intel® Pentium® Processor
- 16MB EDO RAM Exp To 128MB
- 1.2GB HDD/1.4MB FDD
- Built-in SVGA w/1MB
- Mini Tower Case
- Sound Blaster 16/6x CD ROM
- MS Dos/Windows/Office
- 3 Year Limited Warranty

PN 9339..............**$2099**

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APPLE PRODUCTS

PowerBook 5300ce/117

- Power PC 603e 117Mhz
- 32MB RAM Exp to 64MB
- 1.1GB Hard Drive
- 10.4"Active Matrix Color
- Built-in 16 Bit Sound
- 6.4 Lbs

PN M3828LL/B........**$4269**

PowerMac 7600

- Power PC 604 RISC @ 120Mhz
- Upgradable to 200Mhz
- 16MB RAM Exp to 512MB
- 1.2GB HDD/1.44MB FDD
- Quad Speed CD-ROM Drive
- Built-in 2MB VRAM Graphics
- 24-bit Video Capture

PN M4631LL/A........**$2995**

*Monitor & Keyboard not included

PowerMac 8500

- Power PC 604 RISC @ 120Mhz
- 16MB RAM Exp to 512MB
- 1GB Hard Drive
- 1.44MB FDD (Reads Mac/DOS and OS/2)
- Quad Speed CD-ROM Drive
- Built-in 2MB VRAM Graphics
- 24-bit Video Capture & Playback

PN M3104LL/A........**$3599**

*Monitor & Keyboard not included

PowerMac 9500

- Power PC 604 RISC @ 150Mhz
- Upgradable to 200Mhz
- 16MB RAM Exp to 768MB
- 2GB HDD/1.44MB FDD
- Quad Speed CD-ROM Drive
- Built-in 2MB VRAM Graphics
- Plain Talk Microphone/Mouse

PN M4813LL/A........**$4799**

*Monitor & Keyboard not included

Workgroup Server 8550/132

- Power PC RISC @ 132Mhz
- 24MB RAM/512K Cache
- 2GB SCSI HDD
- Internal Apple Superdrive FDD
- Internal 4X CD ROM Drive
- Optional Internal DAT Tape Drive
- MAC OS/Apple RAID Software/Apple Share

PN M4340LL/A........**$7499**

*Monitor & Keyboard not included

Apple Accessories

- Color Style Writer 1500 $289
- Color Style Writer 2200 $399
- Personal Laserwriter 300 $629
- Applevision 1710 $929
- Applevision 1710AV $999
- Apple Color One Scanner $599
- Apple Design Keyboard $89
- Apple Desktop Bus Mouse II $79

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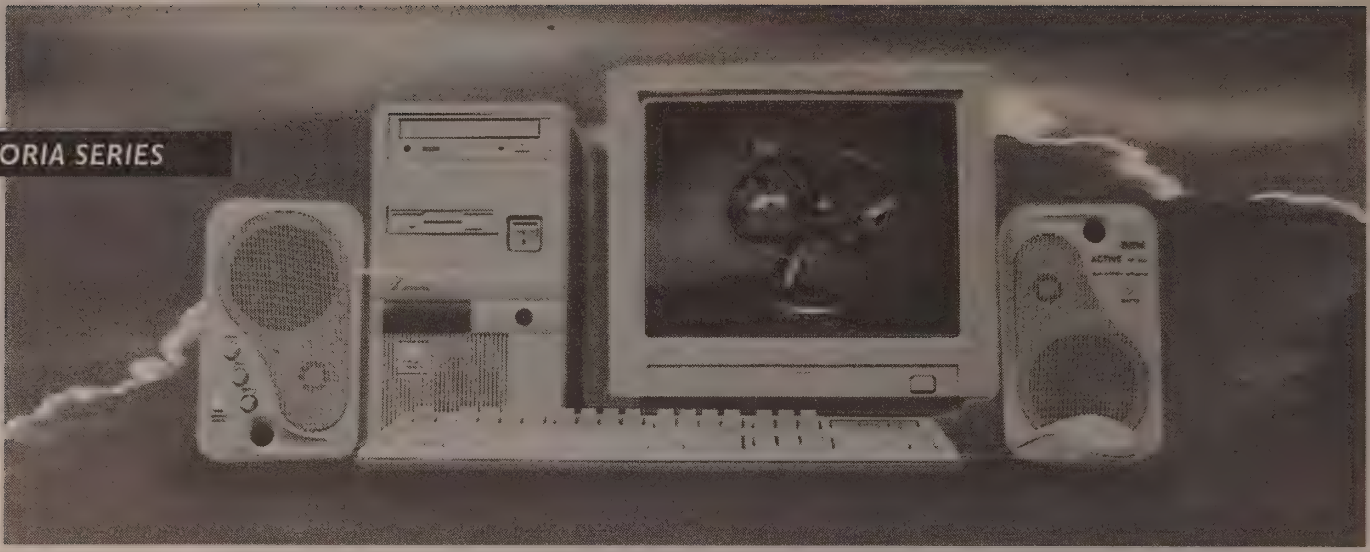
VICTORIA SERIES



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Victoria White

Pentium® Pro Processor Server

- Asus Pentium Pro® w/256K Cache Motherboard
- Intel® Pentium® Pro Processor
- 16MB RAM Exp. to 512MB
- 3 1/2" 1.44MB Floppy Disk Drive
- 104 Key Enhanced Keyboard
- Seagate 2.0GB SCSI Hard Disk
- Adaptec 2940 PCI SCSI Controller
- 2-16550 Serial Ports & 1-Parallel Port
- Diamond Stealth 64 PCI w/1MB
- Full Tower Case w/230 W Power Supply
- 15" 1280 x 1024 Non-Int, Flat Screen, .28 Dpi
- HP 1534ADAT 2.0 GB SCSI Tape Back-Up
- TOSHIBA 3701 SCSI 6X CD-ROM
- 3COM 3C590 PCI Combo Ethernet Card
- Microsoft Bus Mouse & Mouse Pad

200MHZ	**$4099**

Victoria Magenta

CAD Station

- Asus Triton Pentium® Motherboard
- 256K Pipeline Cache Exp To 512K
- 32MB EDO RAM Exp To 128MB
- Mid Tower Case w/230 w/Power Supply
- 104 Key Enhanced Keytronic Keyboard
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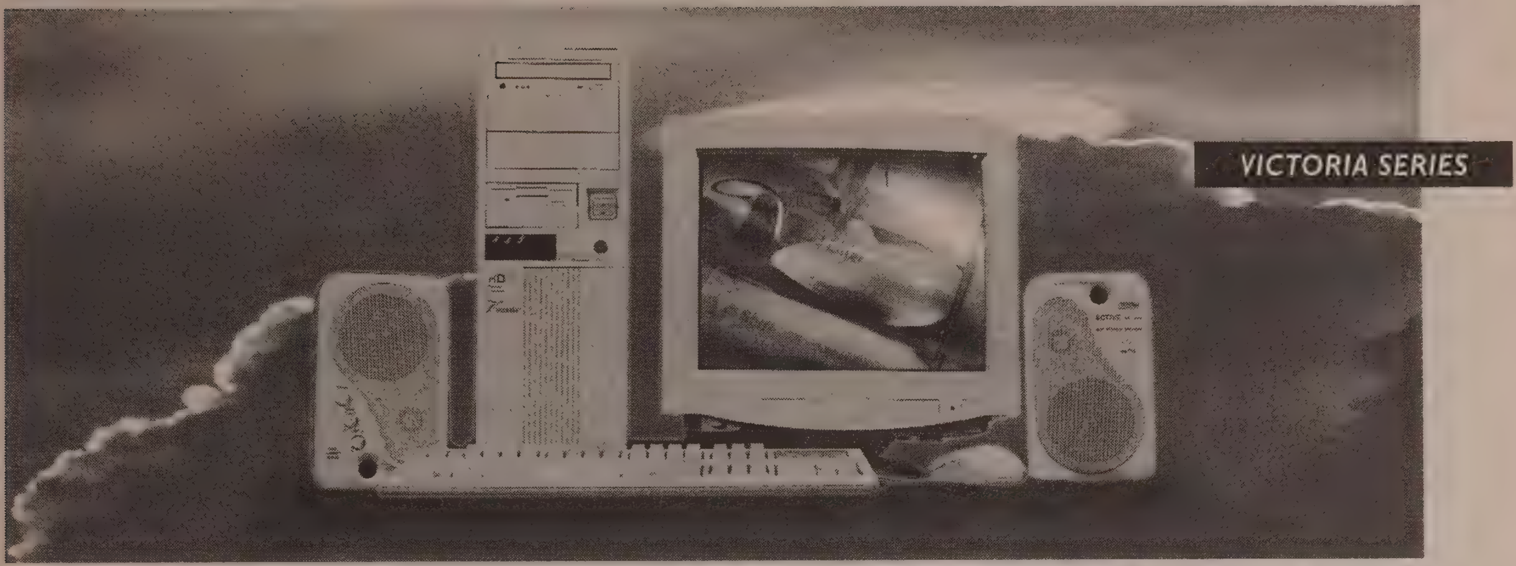

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- Diamond Stealth 64 PCI Video Card w/2MB VRAM
- 28.8 INT Fax/Modem
- Adaptec 2940 PCI SCSI Controller
- 2-16550 Serial Ports 1-Parallel Port
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BUS FOR PENTIUM®	☐ PCI/ISAz ☐ PCI/ISA (Dual CPU) ☐ PCI/EISA (Dual CPU)
BUS FOR 486	☐ PCI/ISAz ☐ PCI/VL/ISA ☐ VL/ISA ☐ EISA/VL
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KEYBOARD	☐ 101 KEY ☐ MS NATURAL ☐ 104 KEY
FLOPPY A	☐ 1.2 MB ☐ 1.44 MB ☐ DUAL/2.88 MB
FLOPPY B	☐ 1.2 MB ☐ 1.44 MB ☐ DUAL/2.88 MB
HARD DRIVE	☐ 540 MB ☐ 850 MB ☐ 1.0 GB ☐ 1.2 GB ☐ 1.6 GB ☐ 2.0 GB ☐ 4.3 GB ☐ 9.0 GB
CONTROLLER	☐ IDE ☐ E-IDE ☐ SCSI ☐ PCI ☐ EISA ☐ VLB
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HD COMPUTER

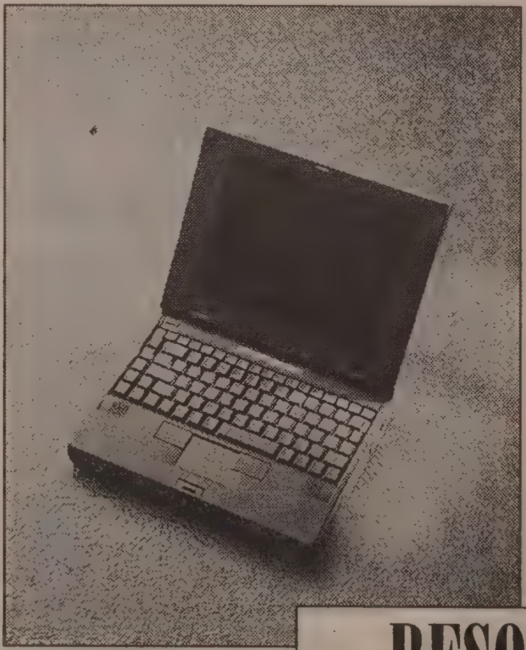
Laptops *continued from page 31*

Computer Of The Month

The Commax SmartBook V-star

The portable market is dominated by well-known companies that have been around for a long time. These companies sell portables that are reliable and often innovative. At the top of the list and offering the most expensive notebook computers are a handful of companies that advertise worldwide. On the other end of the scale are companies that buy their products from manufacturers who offer innovative designs and quality machines, but do not have a marketing arm that reaches to the public. These companies sell their computers to vendors who sell these machines to the public.

Commax just such a company. Its SmartBook V-star is a superb machine that has much to offer at an affordable price. This notebook comes in several configurations. The one I examined features a Pentium 133MHz CPU and boasts a 12.1" active matrix color SVGA display with a resolution of 800 x 600. With its large, clear display, many users may well opt for the SmartBook as their only computer. If you want to attach an external monitor, it is easily done through the video port on the back panel. Plus, the SmartBook has enough features to satisfy many computer users who in the past felt they needed a desktop system.



The SmartBook comes standard with a 540MB removable hard drive, but you can get drives all the way up to 2.1GB ($435). It comes standard with 8MB of RAM, with upgrades available in increments up to 40MB ($840).

The keyboard has what has become a standard layout, which means that it is easy to use. Still, if you are not always on-the-go with your computer, I recommend an external keyboard that feels great. This, of course, is a matter of personal taste and no single keyboard design works for everyone. The keyboard that comes with this notebook does have the Windows 95 keys that I am so fond of. I would not get a keyboard that did not have these extra keys as they make navigating around Windows 95 easier. The built-in touchpad serves as a mouse substitute and works well.

More and more, users are finding that they need floppy drives less and less. To this end, Commax provides a removable floppy drive that can be replaced with a 6X CD-ROM drive ($285). Just plug the drive in and it works with all the bells and whistles. There were no drivers to install or configurations to set up. There are also other devices that can fill the bay, such as a second hard drive. A second Lithium-Ion battery ($255) is also available. Overall, Commax has designed the SmartBook V-star for maximum flexibility.

RESOURCES:

SmartBook V-star $3804
Commax Technologies, Inc.
2031 Concourse Dr.
San Jose, CA 95131
1-800-526-6629

Commax offers various devices for the two PCMCIA slots. These include a choice of fax/modem cards as well as a more exotic TV card ($70) and an impressive MPEG module ($355). This module is a device about which you will be hearing more in the months and years to come. It allows video to display with smooth motion and perfect sound reproduction. In time, you will be able to see very good video on computers thanks to this card. While a few very expensive computers are coming out with this technology, this is the first portable I have seen that is set up to take the card.

To complement the multimedia features, there are two speakers and a microphone as well as jacks for microphone, speakers, and line input. The sound system is Sound Blaster Pro compatible. There is also an infrared port for wireless file transfer.

The SmartBook V-star package is rounded out with a one-year parts and labor warranty, service being provided through the retailer. A good carrying case is included. The documentation is brief but adequate. This is a terrific machine that performed flawlessly. ■

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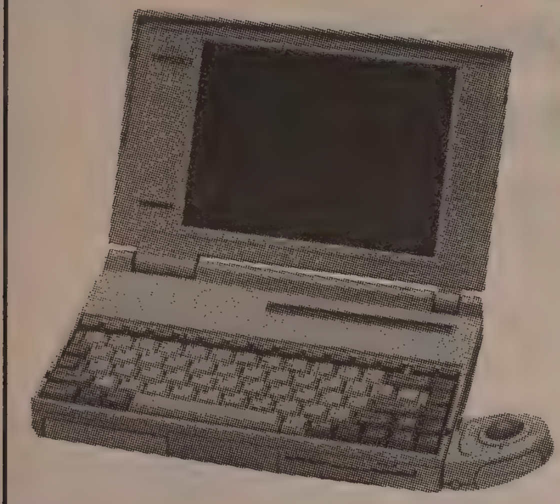

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T3600	✔	✔	✔	
T4400	✔	✔	✔	✔
T4500	✔	✔	✔	✔
T4600	✔	✔	✔	✔
T4700	✔	✔	✔	✔
T4800	✔	✔	✔	✔
T4900	✔	✔	✔	✔
T400	✔	✔	✔	
T610	✔	✔	✔	
T700	✔	✔	✔	✔

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LTE 386	✔	✔	✔	
LTE 486	✔	✔	✔	
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NETWORKING • BY PETER JOHN HARRISON

Better Routes Between LAN And The Internet

Connecting A Small Business To The Net

A few years ago it was considered a novelty for a business to be connected to the Internet. These days it is more of a novelty to find an established business that does not have some sort of presence online, and Internet email addresses are as common on business cards as fax numbers. Given the importance of the Internet, many people would like to connect their small LANs to the Internet, but are afraid that it is too complicated or expensive to do.

It just is not so. Connecting a small LAN to the Internet is not rocket science, and it can be done fairly inexpensively, too. All you need is a few pointers on how to get started.

The device that connects a LAN to the Internet is called a "gateway." In most cases, Internet gateways are special function routers. Routers work something like a network mail room, accepting packages of information from computers using recognized Internet addresses on the Local Area Network and directing them on to other addresses that are not quite so "local." In the case of larger companies, routers are complex tools that direct traffic not just onto the Internet, but also to other corporate locations using expensive, high-speed leased telephone connections.

Smaller companies and home offices, however, usually only have to connect to one Internet Service Provider (ISP) and (perhaps) one other location, and their telephone connections do not need to carry as much data or be active around the clock. For small LANs the ideal solution is often to buy a less expensive router that connects to remote locations using ISDN digital telephone connections instead of expensive leased lines.

ISDN connections work like a very fast standard modem connection, meaning that you have to "dial out" to connect, but instead of taking two dozen seconds to connect at 28.8Kbps (or less), an ISDN line connects in a matter of moments at speeds of 64 or 128Kbps. ISDN routers use ISDN's lightning fast ability to dial-up and connect to provide an "on demand" connection can operate from zero to 64Kbps to 128Kbps, based on how much capacity, or bandwidth, you need. There are a number of companies making ISDN routers for small LAN environments, and we will take a look at two of those products today. The first is the Pipeline 25-Px, from Ascend Communications; the second is the WebRamp, from Trancell Systems.

> CONNECTING A SMALL LAN TO THE INTERNET IS NOT ROCKET SCIENCE, AND IT CAN BE DONE FAIRLY INEXPENSIVELY, TOO.

The Pipeline 25-Px is Ascend's product for small LANs with four or less computers. It is the ideal choice for environments where you would prefer to use a single telephone line to do as many jobs as possible. The Pipeline 25-Px calls upon ISDN's unique ability to handle many different virtual telephone connections over a single telephone line to provide not only a high-speed, scaleable data connection, but also two standard "analog" telephone lines that you can use for modems, fax machines, or voice telephones. Better yet, because a single ISDN line can carry two concurrent telephone connections (called "B" channels), you can mix and match your analog phone and 64Kbps digital data connections. If the combined data transmission speed of both B channels is not fast enough for you, and you are willing to spend a few extra bucks, you can also get the Pipeline 25-Px's "compression" add-on, which boosts the Pipeline 25-Px's speed even further. For LANs with more than four computers, Ascend also makes a Pipeline 75 router, which includes all the features of the 25-Px, including compression, but can service more than four computer systems.

The Ascend Pipeline 25-Px is both fast and flexible, and if you already have a basic understanding of TCP/IP LANs and WANs you should not have any trouble getting it set up, but I would not recommend it to a networking novice. For network novices I would suggest looking at the Trancell WebRamp.

The WebRamp is by far the easiest to set-up and most user-friendly router I have ever used. Designed specifically for the small LAN environment, the easy set-up experience starts when you open the box and find a large, brightly colored and very easy to read and follow *Getting Started* guide. In my case, I was able to install and configure my evaluation unit in less than fifteen minutes, less time than it took me to get the Pipeline 25-Px up and running. The

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Networking *continued...*

WebRamp has some other advantages over the Pipeline 25-Px, too. First, the WebRamp comes with a built-in eight-port 10Base-T Ethernet network hub, which is very convenient and a good way to keep the clutter of network equipment you have to buy to a minimum. The other nifty thing about the WebRamp is that it can service more computers than the Pipeline 25-Px. You can even "daisy chain" a second network hub if the eight-port unit built into the WebRamp runs short.

The are some WebRamp trade-offs when compared to the Pipeline 25-Px, too. The WebRamp does not, for example, support a compression option, and you cannot connect analog telephones, modems, or fax machines to it. Another difference is that while the WebRamp can adjust the speed of its data connection, it does not support Ascend's proprietary call management features, which come in handy when you are trying to establish a 128Kbps connection with an ISP that uses Ascend equipment to service its dial-up lines. (Most ISPs use Ascend equipment these days).

IN THE CASE OF LARGER COMPANIES, ROUTERS ARE COMPLEX TOOLS THAT DIRECT TRAFFIC NOT JUST ONTO THE INTERNET, BUT ALSO TO OTHER CORPORATE LOCATIONS USING EXPENSIVE, HIGH-SPEED LEASED TELEPHONE CONNECTIONS.

Whichever ISDN router you pick, you will also need to find an Internet Service Provider that will provide you with access to the Internet and a series of "registered" TCP/IP network addresses. There are a number of companies that provide this service to small LAN users at a competitive price (the one I use is Internex). You will find that these LAN-sized ISDN accounts, while less expensive than a "dedicated" account, are still several times more than a standard, single-user Internet account.

If, however, you have a basic understanding of how TCP/IP works and are up to doing a little network tinkering, there is an alternative to having to set up a full-blown Internet LAN account and router. It's something called a NAT gateway.

As I said earlier, most companies use a router as their gateway between their LAN and the Internet. The catch is that in order to use a router, all the computers on your LAN have to have separate, registered TCP/IP addresses. NAT gateways do the same basic job that routers do, but they do it in such a way that only the NAT gateway—not every computer on the LAN—needs a registered TCP/IP address. The rest of the computers on the LAN are assigned special addresses that have been reserved for use by networks that are not directly connected to the Internet. NAT gateways make this possible by taking advantage of a special portion of the "To" and "From" address information included in TCP/IP data packets. This address area, called the "port" number, is generally used to tell receiving computers which of the many computer programs they are running a specific message is meant for. NAT gateways use the "port" information in an innovative way, assigning unique port numbers to each local computer, then using these port number assignments to keep track of which computers on the local LAN are sending and receiving messages.

There are two nifty Shareware programs, IPROUTE and WinGate, that you can use to set up your own NAT gateway. Using a standard modem or an external ISDN adapter (like the 3Com Impact or Motorola BitSURFR), these programs dial into your ISP and let everyone on your LAN share a single-user Internet account. IPROUTE, which runs under MS-DOS, is the faster and more versatile of the two programs, but it requires a dedicated 386 (or better) PC and a little more patience and networking sophistication than its Windows-based alternative, WinGate. (You can find out more about NAT and how it works by looking up the WinGate information listed in the Resources sidebar.)

So, there you have it: four different tools to connect your LAN to the Internet without breaking the bank. In the next issue of *MicroTimes* I will talk about the tricks and traps to setting up a peer-to-peer network using Windows 95. ■

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Motorola BitSURFR Pro ISDN adapter page
URL: *http://www.mot.com/MIMS/ISG/Products/bitsurfr_pro/*

3Com Impact ISDN Adapter Page
URL: *http://www.3com.com/0files/products/bguide/4_25a.html*

Information on WinGate
URL: *http://nz.com/NZ/Commerce/creative-cgi/special/qbik/wingate.htm*

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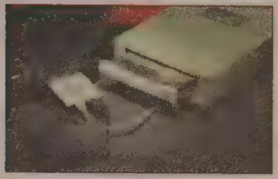

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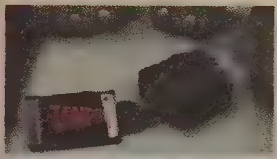

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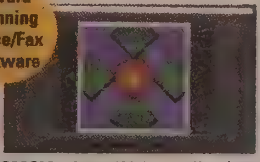

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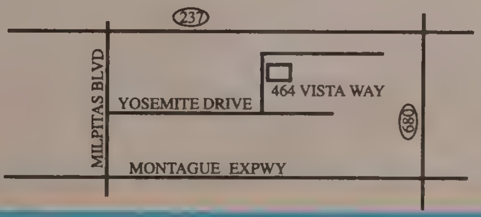

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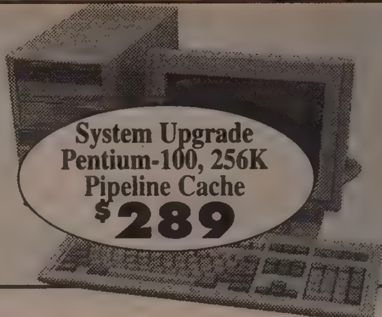

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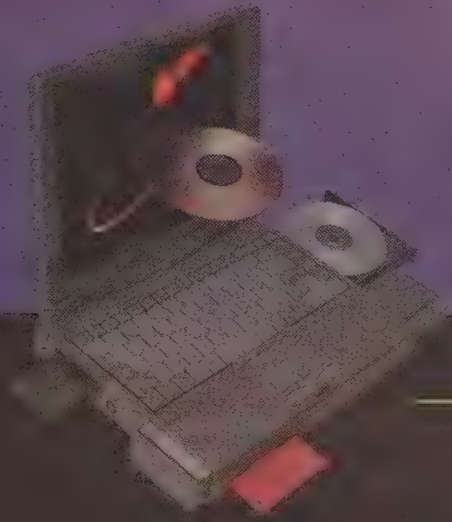

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Telecommuting In The Entertainment Industry

Digital Technology Is Allowing Performers To Telecommute Around The Globe

Until recently, the actor, narrator, singer, musician, or other "talent" in an entertainment project had to be brought to the studio facilities or other location to perform. That's why travel, dressing rooms, catering, and related services have become such a major part of any production budget, and why the artist's ability and willingness to travel is an equally large part of the feasibility of almost every entertainment project.

Telecommuting Entertainers

But today, all that is changing. Digital technology is allowing performers to telecommute around the globe almost as easily as making a telephone call.

One of the leaders of this movement is EDnet, a San Francisco-based company that is providing state-of-the-art networking technology to the entertainment industry. EDnet's FFD system, for example, is a true wide-area network that supports the delivery, approval, and archiving of digitized entertainment via ISDN lines anywhere in the world. Macs or PCs can easily be used to review and annotate the material at any point across the network.

This system was instrumental in holding down costs and speeding up production during the preparation of the latest *Poltergeist* film, for example. Much of the filming and production work on the feature was originally done in Vancouver, British Columbia. But computer graphics and some important visual effects were done in Santa Monica, California. Overnight delivery between the two locations would have been expensive, generally too slow, and occasionally unpredictable due to the vagaries of weather and customs inspections.

The telecommuting alternative—instantaneous transfer of the materials over EDnet's FFD system—provided a workable solution.

Using FFD, a 30-second sequence of film or video takes about 30 minutes to transfer over a single ISDN line. But with three lines ganged together, the same transfer takes only 10 minutes.

A built-in software suite allows users of FFD to make annotations to the material via "sticky notes," or by drawing directly on the visual material. In addition, to save bandwidth, it's possible to receive digital material, do some work on it, then send back only the reviewer's notes and adjustments, rather than the entire clip originally received.

Gloria Estefan recently used EDnet's capabilities to send live, uncompressed digital masters of her latest album, *Destiny,* between studios in Miami, Maine, and Hollywood.

The FFD system allowed pieces of the work on *Poltergeist's* main title sequence to be done in California and British Columbia simultaneously, and then to be digitally married together—all in one 24-hour period. Without FFD, the same work would have taken several days to complete.

Another heavy user of the FFD system is CBS TV's *American Gothic.* The show uses about fifteen digitized effects each week, including various trial versions of the same scenes. Using the FFD system, co-producer Dean Barnes was able to cut enough time off transferring material between distant studios so that several days worth of work can now be completed in several hours.

But the real savings and efficiencies are realized when "talent" is involved. For example, Gloria Estefan recently used EDnet's capabilities to send live, uncompressed digital masters of her latest album, *Destiny,* between studios in Miami, Maine, and Hollywood. This effectively allowed her husband/producer, Emilio, to be working in three different locations at the same time.

The recorded material was originally produced in Miami, and then sent to Maine for some additional processing. But before it could be shipped to Epic Records for mastering and duplication, it needed some final adjustments, or "tweaks" as they're called in the recording industry. With Gloria and Emilio in Los Angeles for the Academy Awards, it was simpler, faster, and cheaper to transfer the digital material via FFD to a studio in Hollywood where they could complete their work on it without traveling more than a few miles by car.

So far, EDnet's capabilities have also been utilized on: *A Kiss From A Rose* (Seal), *Duets II* (Frank Sinatra), *Daydream* (Mariah Carey), *Arriendo Puertas* (Gloria Estefan), and *I Belong To You* (Toni Braxton).

With the success stories now being chalked up to the transmission of digital information, there's every reason to believe digital transmission of high quality audio and video information is going to make telecommuters out of movie stars and recording artists, effectively rev-

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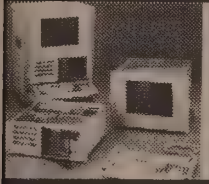

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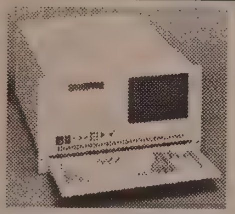

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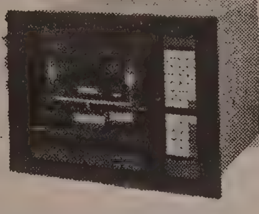

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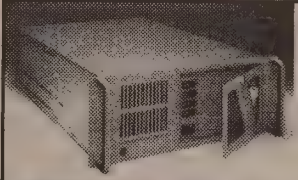

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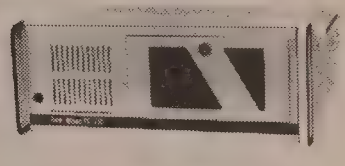

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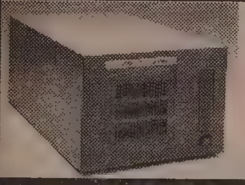

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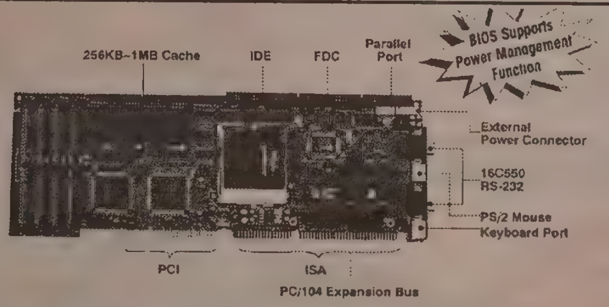

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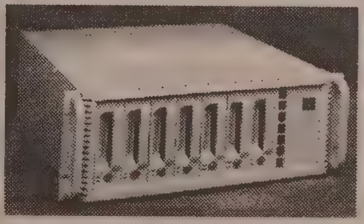

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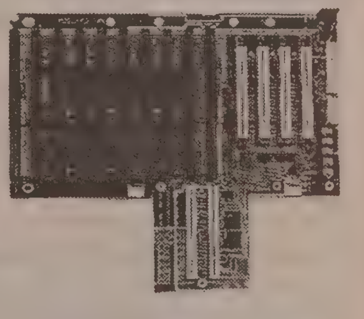

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For more information, check EDnet's Web page at: *http://www.ednet.net*.

Opportunities For Commercial Telecommuting Centers

Part of the beauty of the American economic system is that individuals naturally seek out opportunities to serve the needs of others who may be looking for new solutions to old problems.

So it's only to be expected that hundreds of entrepreneurs are carefully eyeing the telecommuting market to see if they can find a way to make some money there (or here, depending on your perspective).

In addition to specialized products and services for people working outside their employer's centralized offices, one of the most obvious opportunities involves the deployment of more telecommuting work-centers.

As you probably know, a telecommuting work-center is a facility that provides one or more office-type workspaces for use by telecommuters on whatever days they wish. It typically looks like an ordinary suite of offices, but it's used by people working for a wide variety of employers, and even by the self-employed.

The rationale for these work-centers is simply that many telecommuters don't want to work at home.

The rationale for these work-centers is simply that many telecommuters don't want to work at home. There are at least three main reasons for this: 1) The telecommuters could be interested in getting away from the noise or normal daytime activities at home, 2) they could not have the resources or the room at home to set up a workable office space, or 3) they could be responding to their employer's preference that they work in a professional environment.

Whatever the reason, thousands of telecommuters already make use of commercial (or publicly funded) telework facilities relatively near their homes. As the number of telecommuters increases, the demand for such facilities is likely to increase apace.

Size Of Market

Estimating the size of the market for telecommuting workspaces is every bit as difficult as estimating the number of telecommuters. Various experts put that number anywhere between 3 and 12 million people, with another 20 or 30 million working in the same non-centralized style, but more for themselves than for an employer.

At present, there are probably no more than 100 dedicated, publicly-subsidized telecommuting work-centers nationwide. But there are

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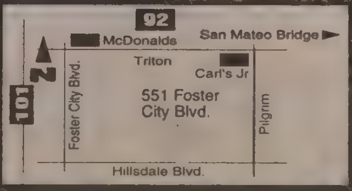

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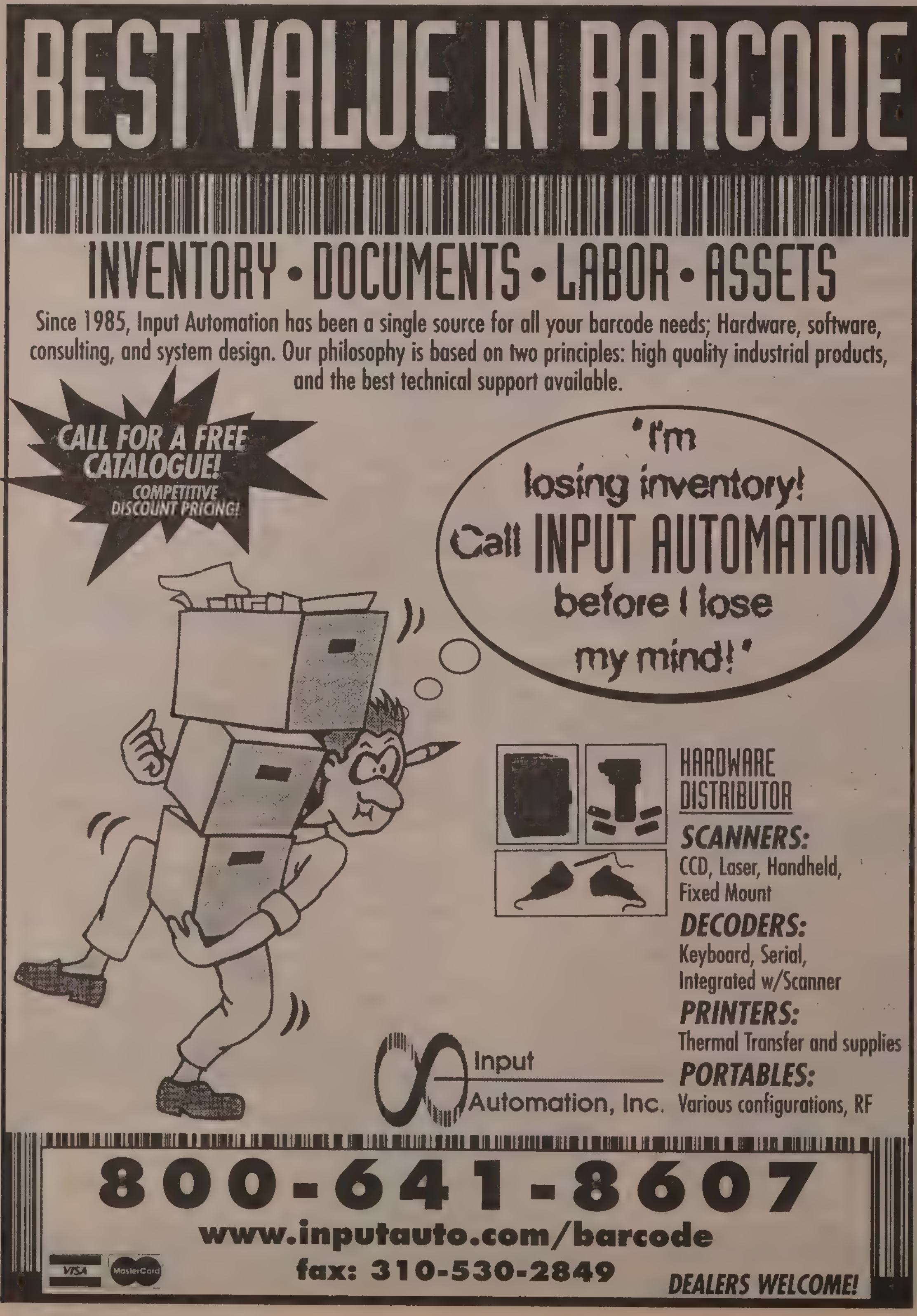
At present, there are probably no more than 100 dedicated, publicly-subsidized telecommuting work-centers nationwide. But there are probably 1,000 or so commercial "executive office suites" that cater to the needs of telecommuters.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probably 1,000 or so commercial "executive office suites" that cater to the needs of telecommuters, as well as to professionals and entrepreneurs interested in renting a small office space that's well outfitted with office equipment and staffed with trained typists, receptionists, computer operators, and so forth.

At several such facilities I happen to know about, telecommuters make up about 20% of the business. This works out to about five or six telecommuters per facility per day, which roughly translates to about 5,000 to 6,000 telecommuters using commercial facilities every day, plus another 1,000 or 2,000 using subsidized centers.

Even if you double or triple these estimates, it's a pitifully small portion of the market. But why?

One possible reason may be that telecommuters are generally not interested in going outside their homes to work at standalone facilities nearby. This makes a certain amount of logical sense, because if you're going to become a telecommuter, you might as well gain all the benefits of telecommuting by setting things up so you don't have to leave your home in the morning to begin work.

But the shortage of bodies at today's telecommuting work-centers could also mean there's a tremendous opportunity to provide more conveniently available and affordable workspaces in neighborhood telecommuting facilities.

Certainly as the total number of telecommuters continues to increase—and there's no sign of the curve flattening out anytime soon—some portion of these additional telecommuters will opt to work in a neighborhood facility instead of at home.

Costs Of Start Up

While there is great interest in the idea of starting new telecommuting work-centers, the costs of getting started and operating the center until it turns profitable may be somewhat larger than most casual observers understand. Lets do a quick pro forma:

To begin with, there's the raw cost of the office space. We can conservatively estimate this at $1 per month per square foot (in most desirable locations, it will be more, and will grow higher in years to come as the slumping and overbuilt commercial real estate market recovers).

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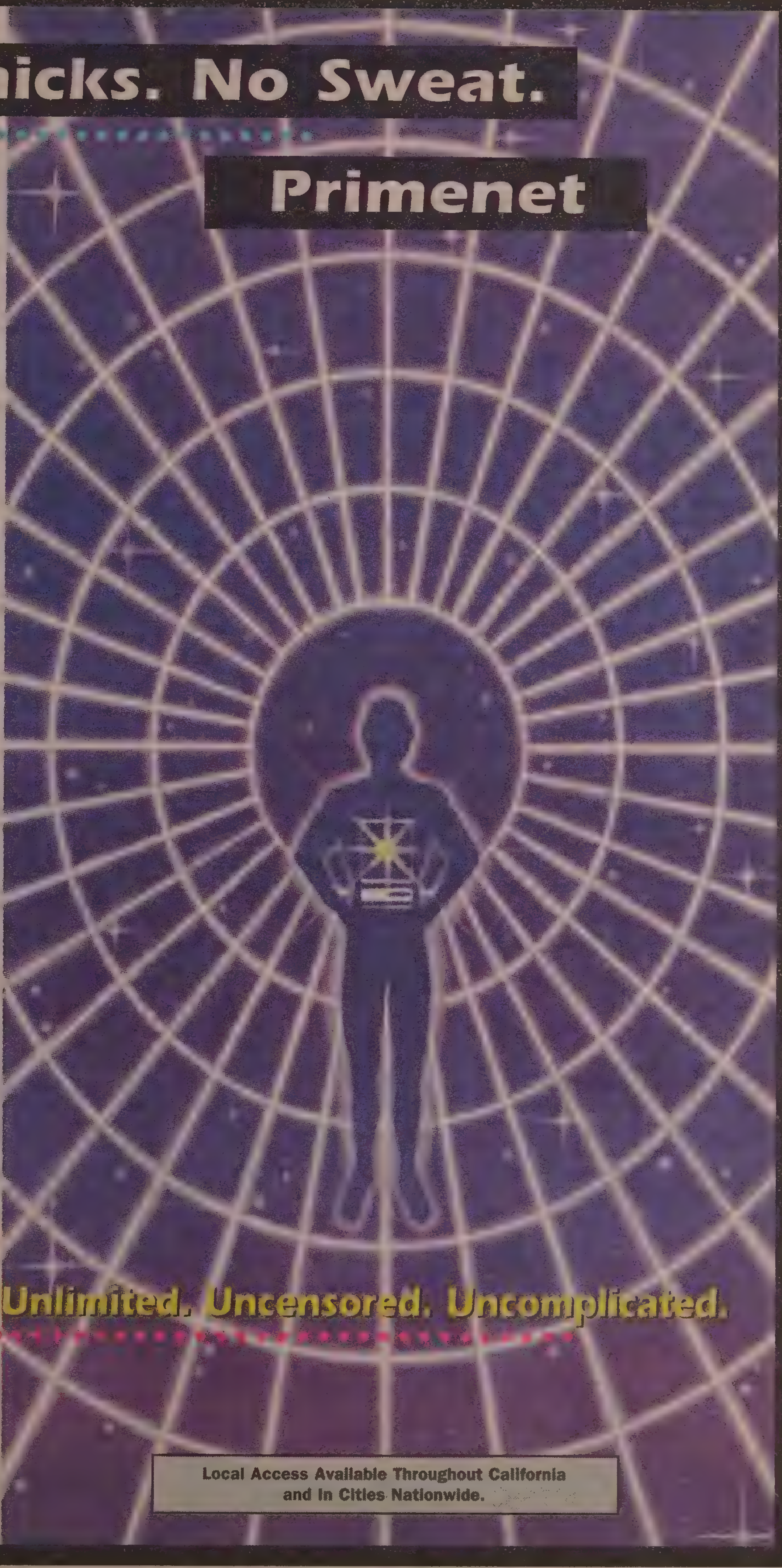

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Telecommuting *continued...*

Since a typical telecommuter's work station should occupy about 100 square feet, we're talking about 1,500 to 2,000 square feet for a minimum of ten workspaces, plus reception space, conference rooms, other common areas, administrative areas, and so forth. That's a commitment of more than $24,000 per year, just for the floor space.

The growth of telecommuting is almost a sure bet, but then, so is space travel.

The "build out" will take more. In general, the more successful commercial telework centers tend to be designed, decorated, and furnished on the cleaner, nicer side of average. While publicly subsidized telecommuting workspaces tend to look more like government offices, they also tend not to be filled or profitable. So it seems that more attractive offices are probably worth the investment.

The cost of putting in walls and ceilings, painting, decorating, and furnishing 2,000 square feet can vary greatly depending on your region of the country. In fact, you may be able to take over a vacated office space that's already built out to your needs. For fun, let's budget another $24,000 here. But take this figure with a grain of salt and do your own cost estimating before you commit to the project.

Now there's equipment. If you're providing computers, modems, faxes, printers, copiers, and office furniture, you're going to need at least another $3,000 to $4,000 per workspace. For a minimal telecommuting work-center with ten workspaces, that's another $40,000 to be invested at start up.

Of course, it's possible to spend more. Some centers provide sophisticated telephone services that cost about $1,000 per workspace for equipment, programming, and installation. Such systems allow for much more efficient management and staffing of the center, allowing staff at any location to answer the phones, take and forward messages, do typing, and monitor center usage by all of its clients. That's another $10,000 investment, at a minimum.

That adds up to a probable minimum start-up commitment of $98,000 for ten telecommuting workspaces. Clearly, it could go far higher.

Beyond this investment, however, the difference between a successful center and an unsuccessful one probably boils down to location, service, and marketing.

Location

The key to success with a telecommuting work-center is obviously to fill it with telecommuters. So the project depends on finding sufficient numbers of telecommuters and attracting them to the center. We're talking about, in a word, location.

Three of the best locations for a telecommuting work-centers are:

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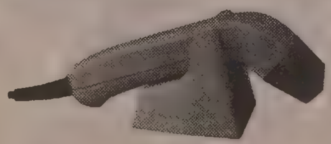

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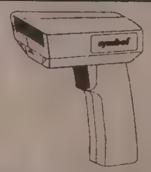

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Telecommuting *continued...*

1) At a suburban cross roads that tens of thousands of people normally pass every day on their way to and from work in the city's central core;

2) In an urban neighborhood, near a train or bus route, where large numbers of people normally pass by en route to work;

3) In a suburban neighborhood, in a strip center or other local "mall" situation, that's within biking, walking, or even jogging distance of thousands of homes where people who normally commute long distances now live.

If you're trying to build a successful executive center that relies on telecommuters for only a portion of its business, you'll also want to select a location that's within or near a thriving business district. It doesn't hurt if the address conveys a feeling of some prestige, too.

Services To Provide

There should be no end to the list of services you provide your telecommuters and other tenants.

Begin, of course, with standard business services like answering phones, typing documents, and providing secretarial and clerical support as needed. Include such important amenities as conference rooms, names on the door, mail reception and forwarding, copying, faxing, and email or even an Internet connection.

Improve on the basics by setting up a faultless system for having different telephone lines answered with different messages for different tenants, and for having your tenants' calls forwarded to other numbers when they're not in your facility.

Go on to include access to technical support for computers and software, and rapid repair for all other business machines.

Then stay in close contact with your tenants to see what other services they might want and need, and provide them as quickly as you can at the most reasonable cost you can afford.

Importance Of Marketing

There is no way to succeed in the business of catering to telecommuters without a powerful marketing effort. At this point in the developing telecommuting market, the "if you build it, they will come" mentality does not seem to be working.

So don't take any chances. Follow the much more likely to succeed approach, which might best be summed up as: "If I attract a lot of attention, and make things very convenient and affordable, after a while they will come."

The growth of telecommuting is almost a sure bet, but then, so is space travel. To make a practical reality of successfully serving telecommuters, here and now, you need to do the best possible job of finding ways to use the technologies and capabilities of this still-young working method to meet the immediate needs of ever-larger numbers of people.

If you do that, they definitely will come. ■

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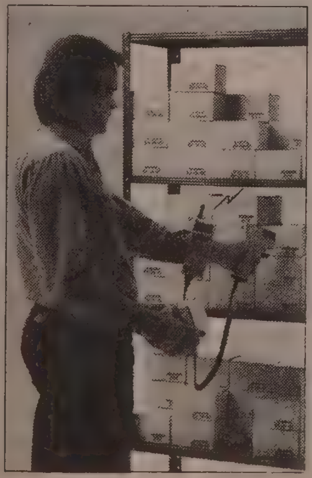
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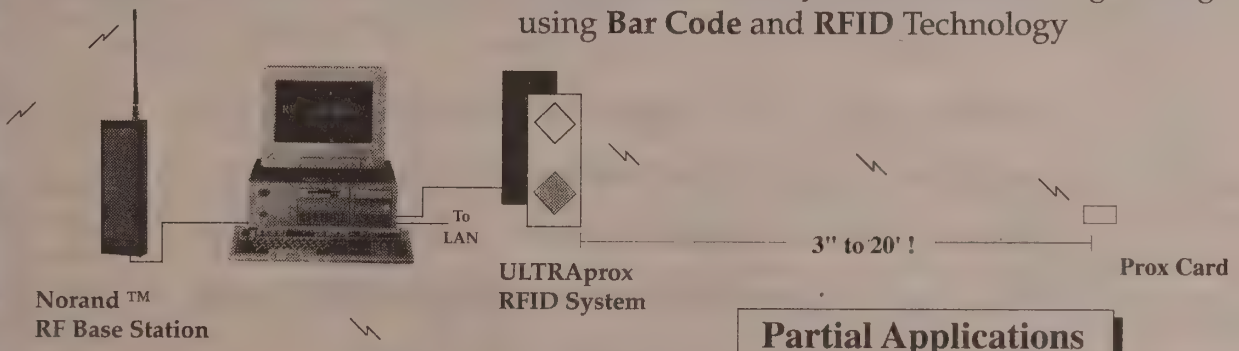

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Postcard From Domainia

Intrepid Explorer Reports

The Queen of Dot Land had all but given up hope. Some seven or eight years ago, she had, against the advice of many, dispatched an expedition to map the furthest reaches of the land of Dot. The protesting advisers argued that Dot Land was flat, and that the expedition would quickly sail off the edge into oblivion.

The expedition's leader had argued confidently that Dot Land was not flat, but was instead organized into a hierarchy of places that possessed a remarkable continuity. Logical navigation from place to place was possible, he maintained, regardless of physical location. He intended to prove this theory by ascending from "dot" to "dotdot." (In the language of Dot Land, "dot" was roughly a synonym for "here," the present location of the speaker.) Dotdot, the expedition's leader explained, was a real place one step above the current location.

> Domain names reflect the hierarchical structure of the domains themselves: the leftmost component of any domain name is the most specific, and reading to the right, each subsequent component represents a more general, more inclusive domain.

The queen's advisers scoffed at dotdot, declaring it to be "mythological claptrap." The queen had overruled them, funded the expedition anyway, and after nearly eight years of silence, was about to despair.

The Silence Is Broken

And then the black picture postcard arrived.

When first presented on a silver salver, it did not inspire confidence: the glossy side was all black with yellow lettering that read "Domainia at night!" All the same, a black picture postcard was better than nothing. She turned the card over. It was covered with tiny handwriting, barely recognizable as that of the expedition's captain. It read:

Your Majesty,

Please accept my profuse and abject apologies for the delay in writing. We have, however, been busy and successful beyond our wildest imaginings.

Our ascent to dotdot went as planned. Upon arrival, we found that dotdot was very much like dot, and indeed, everyone in dotdot insisted on calling that place dot.

We decided to continue our ascent, and we found, at least at first, that wherever we arrived, there was always a place above it which could be reached by ascending to dotdot. We assumed that all places (dots) had places above them (dotdots). One day, however, we ascended to a place that had no dotdot above it. This place we named "root," and we claimed it for Your Majesty. It became the base for several years of mapping excursions which we completed three years ago.

As we prepared for the return voyage, members of the expedition were relaxing watching basketball on television when a strange symbol appeared during a commercial:

http://www.cbs.com/sports/marchmadness

This symbol (which we've come to call an "URL") caused a great deal of excitement because it suggested that there were places beyond root to which we could navigate. The occurrence of dots in portions of the URL suggested that these remote places might owe some allegiance to Your Majesty, and we endeavored to find routes to these places.

This was no mean feat, but from root, it was possible to locate new tools for navigation, and we may now report the outcome of our investigations.

The heart of the URL is a domain name: a series of names separated by dots ("*www.cbs.com*" in the example above). A "domain," we have found, consists of one or more computers. In our travels, we have also discovered that domains are organized hierarchically (in much the same way as our beloved Dot Land). We have taken the liberty of naming this hierarchy of domains "Domainia," and the inhabitants thereof we call Domainians.

Cartographers In Domainia

All domains have names, and in fact, domain names make up the bulk of the language of the Domainians.

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For example, in the Domainian language, "*www.cbs.com*" is the name of a domain that contains a single computer, although strictly speaking there is no way to tell how many computers belong to the domain *www.cbs.com.* (We have learned, however, that a domain name occurring in an URL must always refer to a single computer.) A domain name that describes a single computer and all the domains in which it is nested is known among the Domainians as a Fully-Qualified Domain Name or FQDN. Incidentally, "www" is the most commonly used computer name in Domainia, and "dubyuh-dubyuh-dubyuh-dot" is the Domainians' most frequently used word.

Leaving off the name of the individual computer ("*www*"), the remaining name, "*cbs.com,*" is a legitimate (although presumably only partially qualified) domain name. This name identifies the domain containing all the computers at someplace called "CBS." The Domainians tell us that names like "*cbs.com*" designate 'second-level domains'. Second-level domains are often used in email addresses: they identify the name space in which a user's name is valid and unique.

Second-level domain names are a matter of public record in Domainia and must be explicitly registered to avoid naming conflicts. There are rules governing the length and structure of these publicly registered names. Each field in a domain name must begin with a letter and end with a letter or digit. In addition to letters and digits, hyphens can also be used as "interior" characters in each field. Upper and lower case characters are allowed, but not distinguished (so "cbs" and "CBS" mean the same thing).

The length limits observed by the Domainians can be quite confusing. Apparently the technology underlying domain names can cope with as many as sixty-three characters in each field. The registration authority, however, will accept a maximum of twenty-two characters for second-level domain names. In actual practice, most domain names are much shorter (twelve characters or less). The single letter names are all reserved.

Just plain "com" is also a domain name and refers to a "top-level domain." Top-level domains include thousands of second-level domains and millions of individual computers, and they are held in high esteem by the Domainians.

There are two kinds of top-level domains (or TLDs): geographical and organizational. There are only seven organizational top-level domains: com, edu, gov, int, mil, net, and org. Among these, the com domain contains between 150,000 and 200,000 second-level domains; the edu domain has roughly 15,000 second-level domains.

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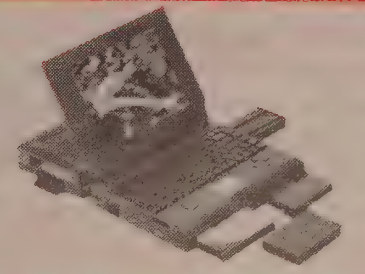

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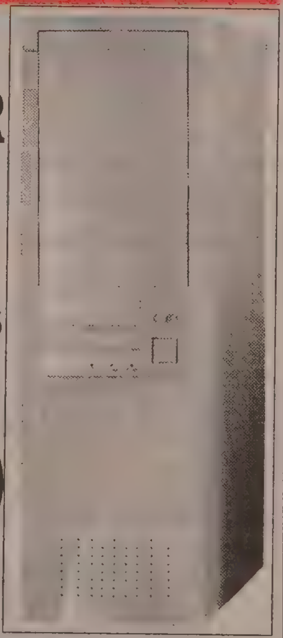

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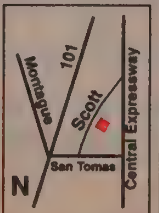

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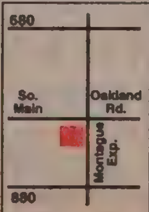

two-letter codes. The top-level geographical domains correspond to countries ("us" for the United States, for example). Within each country there may be second-level geographical domains also identified by two letter codes: for example, "ca.us" represents the California subdomain with "us".

Ipites: Harmony And Culture Clash

Not long after we encountered the Domainians, it was discovered that they have a symbiotic relationship with an older culture known as the "Ipites." In fact, most Domainians enjoy dual citizenship and are also Ipites. The Ipites use numbers (or "IP addresses") to refer to the same computers for which the Domainians have invented names. An IP address is a 32-bit number usually written as four fields separated by dots: 140.174.162.10.

These two forms of reference are closely related: in order to have a domain name, a computer must first have an IP address. IP addresses happen to be a fixed size, and when they have all been assigned, no more will be available until the Ipites have made some dramatic changes in their numbering scheme.

> **Incidentally, "www" is the most commonly used computer name in Domainia, and "dubyuh-dubyuh-dubyuh-dot" is the Domainians' most frequently used word.**

The Domainians, however, are terribly industrious in promoting the use and proliferation of domains and domain names. For example, it is possible to create "aliases" for a fully qualified domain name, allowing a single computer to be referenced by several names. Aliases are often a convenient way to lessen the number of keystrokes needed to refer to a computer, but they are purely superficial and can always be translated to the computer's "real" name and address.

More recently, the Domainians have grown fond of "virtual domains." A virtual domain behaves in all respects like a real domain, except that virtual domains may coexist independently of each other on a single computer. (This allows Domainians who don't own a computer to own a domain name.)

Unfortunately, virtual domains also require that the host computer be assigned a separate IP address for each virtual domain supported. Most UNIX systems answer to only a single IP address by default, but can be cajoled into recognizing multiple IP interfaces

continued on page 276

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TE/2 Pro!

A GUI-Based Communications Package That's Worth The Trouble

As I wrote in previous columns, I have been using TE/2, a character-based program, for communications. That's not because OS/2 lacks PM- or WPS-based comm applications—quite a few of them are out there. The problem is that I prefer simplicity (my communication needs are simple anyway), while the GUI programs I looked at tend to be too loaded with bells and whistles for my taste. The user interface designs leave much to be desired, too.

The only inconveniences I encounter using TE/2 are the rather primitive configuration facility (which writes to ASCII files) and the lack of a mouse interface (the developer claimed that the performance hit would be unacceptable; the intention was to save such a feature for the forthcoming GUI version, TE/2 Pro!).

I passed on the beta copy of TE/2 Pro!, doubting that it would be much different than the others, but I decided to take a look at version 2.00, released just a few days ago.

Well, it seems to be going in the right direction and, when taken to its logical conclusion, it may prove a good solution for users with unsophisticated communication needs. Moreover, there are also advanced options for those who need them. But even as it is, it is good enough to replace the character-based version.

Installation

TE/2 uses the IBM installer. You open the A: drive and click on the installer's icon. You are prompted for the target directory (TE2PRO is the default). When you select the components you want—documentation and sample scripts are optional—a folder which contains the program's icon is created on your desktop. Click on the icon and you get the main window (Figure 1).

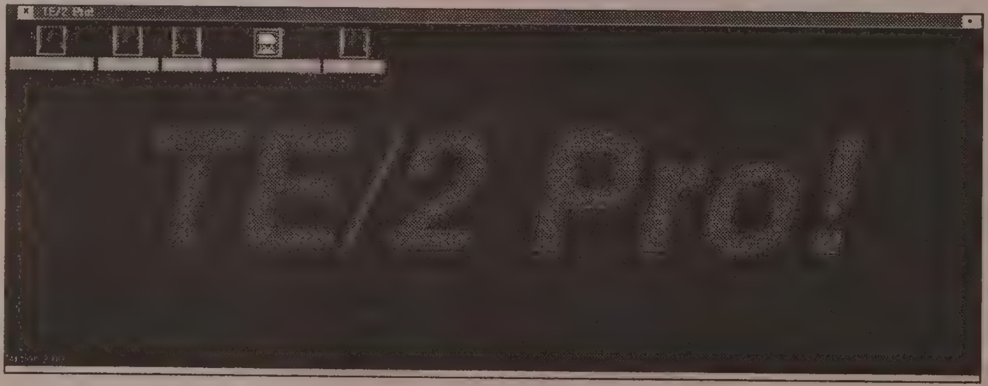

FIGURE 1

Once you've configured the program, set up the Phone Books and created a session for each of your connections as above, using the program is a cinch.

Configuration

The program's configuration is based on pop-up menus and settings notebooks.

Right-click on the window to get its pop-up menu and select the Settings notebook. Here you can set up the window's background and sounds for events (if OS/2 MultiMedia is installed), and register the program with the vendor.

Two objects are iconized: a Default Terminal Session and a Default Phone Book. They can be used directly, but can also serve as templates to generate—via the "Create Other" option on their pop-up menus (or see below)—multiple terminal sessions and phone books customized for your specific connections. An iconized object is created for each session and phone book. Figure 1 shows two terminal sessions for the OS2SHARE and IBM PC BBSes.

Figure 2 shows the open Default Phone Book customized for the BBSes I connect to.

To configure the Phone Book, right-click within its window and select the Settings notebook from the pop-up menu. On the File page you name the phone book and its file; on the second page you set Access Codes, if any; and on the third you select the information you want displayed in the window for each entry.

To create an entry in the Phone Book, right-click within the window's area, select "Create Entry" from the pop-up menu, and fill in the three-page Settings notebook. Each entry has its own pop-up menu from which you can delete or update it.

To generate a Terminal Session for, say, a spe-

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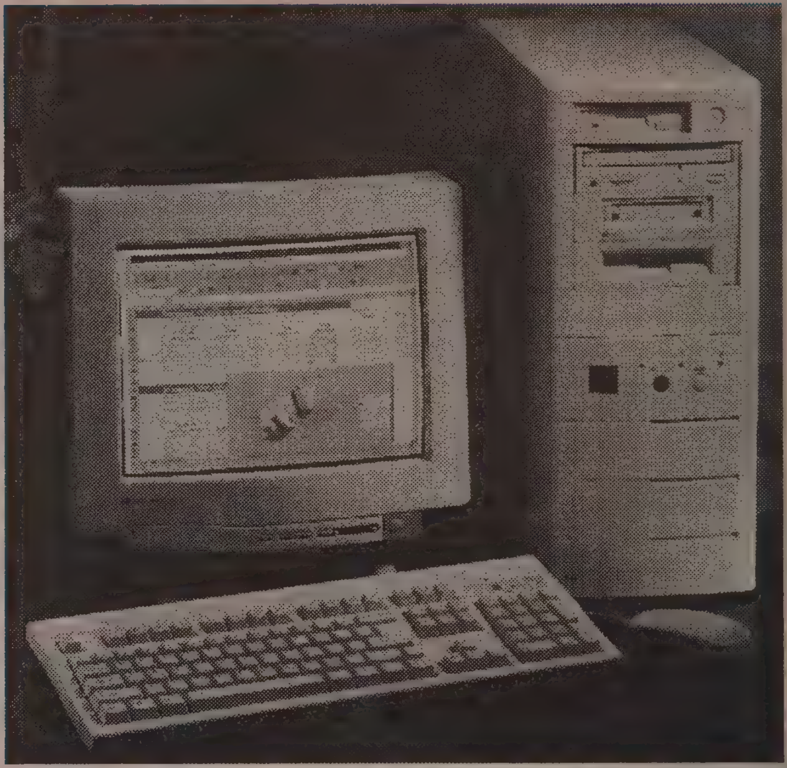

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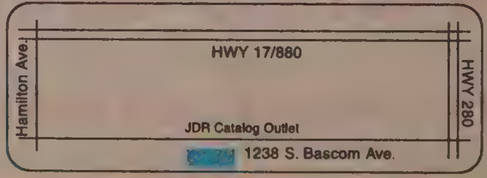

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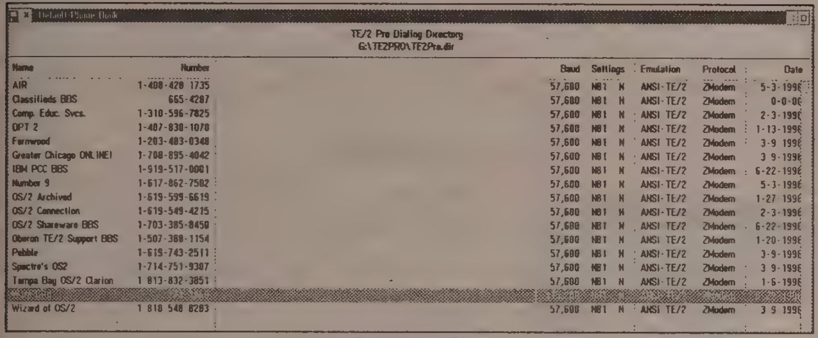
OS/2 *continued...*



TE/2 Pro Dialing Directory
G:\TE2PRO\TE2Pro.dir

Name	Number	Baud	Settings	Emulation	Protocol	Date
AIR	1-408-420 1735	57,600	N81 N	ANSI-TE/2	ZModem	5-3-199
Classifieds BBS	665-4287	57,600	N81 N	ANSI-TE/2	ZModem	0-0-0
Comp. Educ. Svcs.	1-310-596-7825	57,600	N81 N	ANSI TE/2	ZModem	2-3-199
OPT 2	1-407-830-1070	57,600	N81 N	ANSI-TE/2	ZModem	1-13-199
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IBM PCC BBS	1-919-517-0001	57,600	N81 N	ANSI-TE/2	ZModem	6-22-199
Number 9	1-617-862-7502	57,600	N81 N	ANSI-TE/2	ZModem	5-3-199
OS/2 Archived	1-619-599-6619	57,600	N81 N	ANSI-TE/2	ZModem	1-27 199
OS/2 Connection	1-619-549-4215	57,600	N81 N	ANSI-TE/2	ZModem	2-3-199
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FIGURE 2

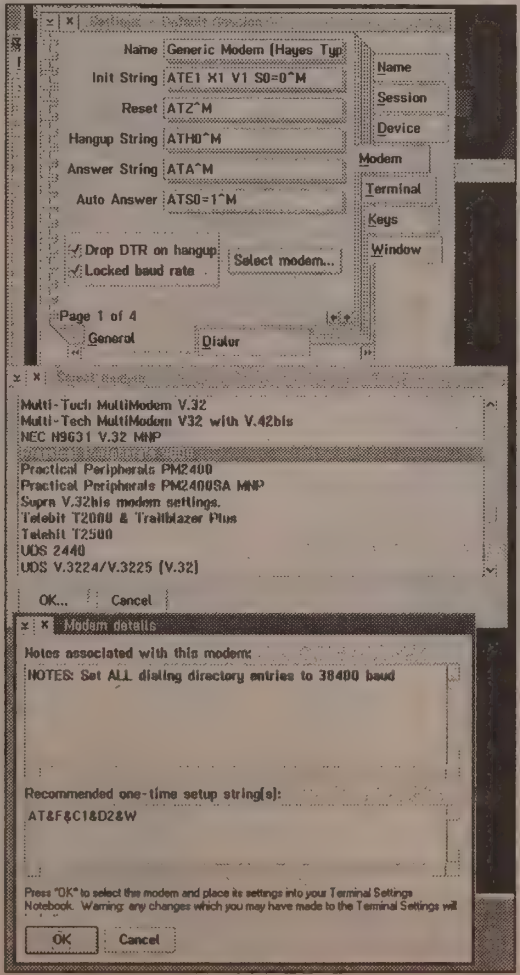
cific BBS, right-click on the main window and select "Create:Terminal" from the pop-up menu. A seven-page notebook appears, in which you can customize the settings for the BBS session (some pages have three or four subpages; many of the settings are optional for the average user and can be left blank or at their default values).

On the Name page you set the type of connection for the session—serial port, named pipe and TCP/IP sockets are supported—and specify the COM port.

The Session page has four subpages: upload and download paths, the logfile, and call log file names are set on the Paths page; any scripts you want to activate as pre-, within- and post-session are specified on the Scripts page; how to handle a file download interruption is specified on the Download page; and ASCII Upload Parameters are set on the fourth page. The following transfer protocols are supported: XModem, XModem-1K, YModem, YModem-G, ZModem, CompuServe B-Plus, and ASCII. On the Device page you set the baud rate, parity, data and stop bits, and the flow control method.

The Modem page has four subpages. On the General page you set the modem commands by Selecting a modem from the list supported (Figure 3).

The Terminal page has three subpages where you set the type of emulation you need for the connection: ANSI-BBS, ANSI-TE/2, VT100/102, IBM 3101, Avatar and TTY are supported. On the General page you also



Name: Generic Modem (Hayes Typ
Init String: ATE1 X1 V1 S0=0^M
Reset: ATZ^M
Hangup String: ATH0^M
Answer String: ATA^M
Auto Answer: ATS0=1^M

☑ Drop DTR on hangup
☑ Locked baud rate

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Telebit T2000 & Trailblazer Plus
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UDS 2440
UDS V.3224/V.3225 (V.32)

Notes associated with this modem:
NOTES: Set ALL dialing directory entries to 38400 baud

Recommended one-time setup string(s):
AT&F&C1&D2&W

Press "OK" to select this modem and place its settings into your Terminal Settings Notebook. Warning: any changes which you may have made to the Terminal Settings will

FIGURE 3

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set the rows and columns, fonts and colors. The other two subpages are specifically for ANSI/VT and IBM 3101 settings.

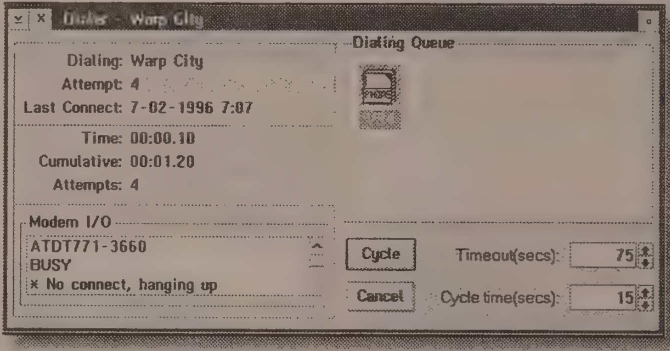
The Keys page has four subpages where you can program the twelve function keys for terminal emulations (straight or Ctr, Alt, Shift combinations).

Finally, on the Window page you configure the terminal window's scrollbars and choose whether to make a Toolbox visible (see below).

Up And Running

Once you've configured the program, set up the Phone Books and created a session for each of your connections as above, using the program is a cinch.

To initiate a session using a phone book number, open the Phone Book, highlight the entry you want dialed and drag it with the mouse to the pertinent Session icon. The entry row turns into an icon which you can drop on the session's icon. This will open the session's window, display the Toolbox and activate the dialer (Figure 4).



```
Dialing: Warp City
Attempt: 4
Last Connect: 7-02-1996 7:07
Time: 00:00.10
Cumulative: 00:01.20
Attempts: 4
Modem I/O
ATDT771-3660
BUSY
× No connect, hanging up
```

Timeout(secs): 75

Cycle time(secs): 15

FIGURE 4

Once connected, you can use either the session's pop-up menu or the Toolbox to perform the desired tasks: uploading and downloading files, opening/closing log files, scrolling back through the session and hanging up. There is also a tool for dialing a number manually.

Comments

The only problem I experienced while using TE/2 Pro! was some video corruption, which sometimes requires rebooting. The vendor attributes it to a problem with the compiler used and may provide a workaround.

While the pop-up menus, settings notebooks and drag-and-drop capability make the program WPS aware, there is actually one more obvious step to go in the object-oriented direction: as objects, terminal sessions should encapsulate phone numbers, too. Thus, instead of opening a phone book and dragging an entry to the session, the user should be able to simply click on the session to automatically dial and connect.

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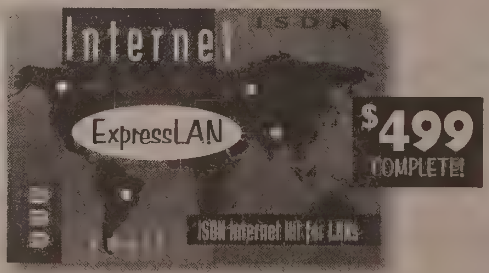

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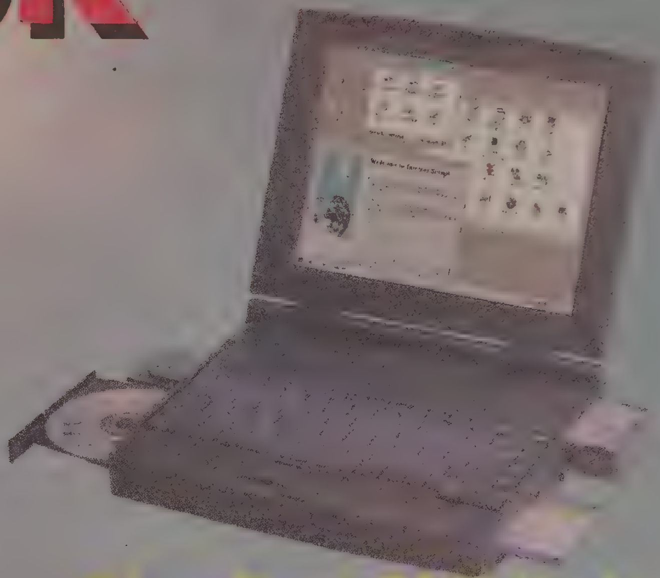

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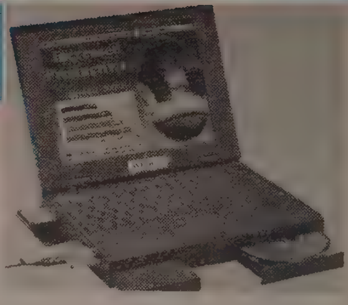

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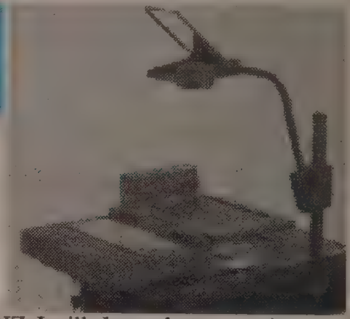

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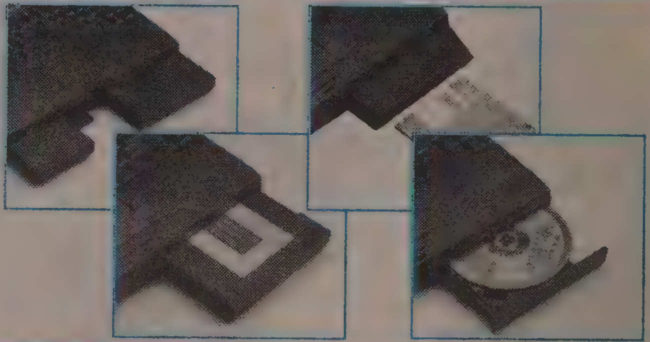

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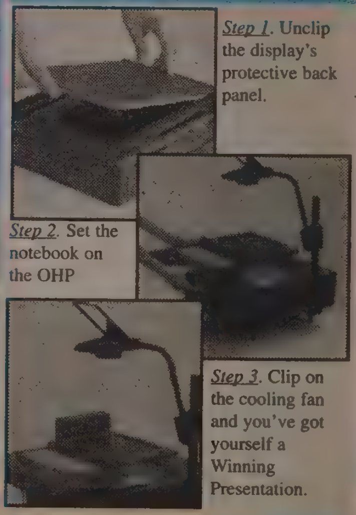

Step 1. Unclip the display's protective back panel.

Step 2. Set the notebook on the OHP

Step 3. Clip on the cooling fan and you've got yourself a Winning Presentation.

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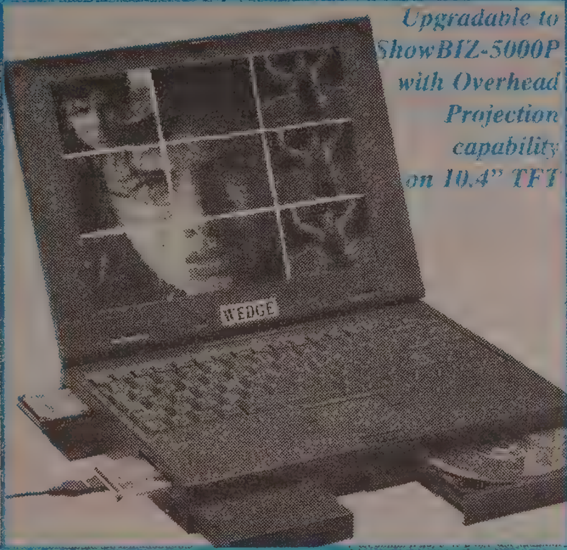

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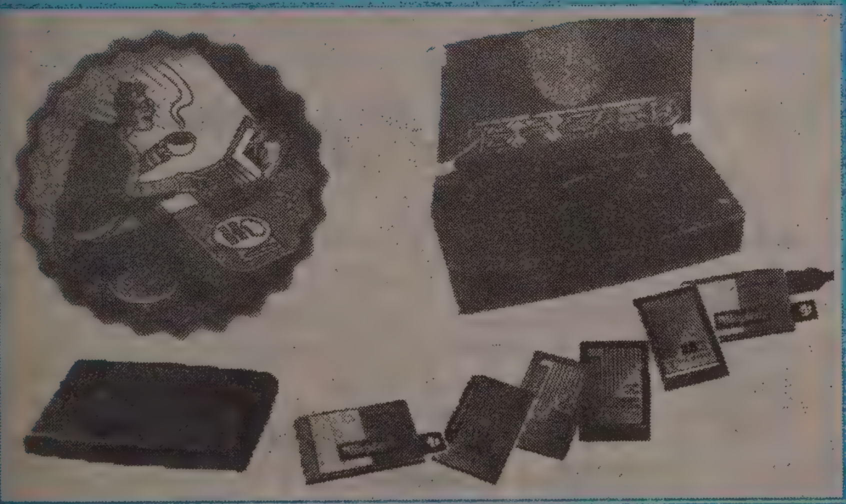

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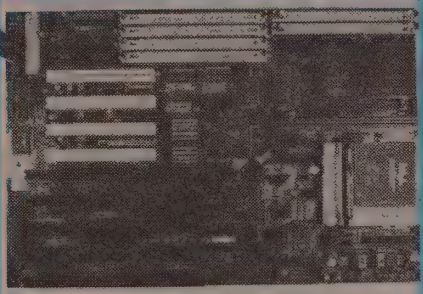

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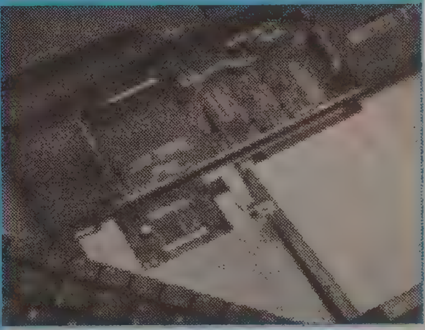

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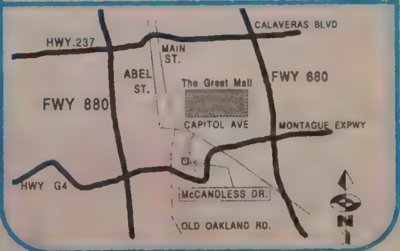

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OS/2 *continued...*

used sessions on the desktop and simply click on them to activate them (currently the session objects can be neither dragged to the desktop, nor shadowed). According to the vendor, this is what the next version, currently in development, is all about.

Even though selecting Hayes generic or another modem from the same manufacturer usually works, I would also recommend updating and extending the list of supported modems, which is rather old.

Unlike other GUI terminal programs, TE/2 Pro! is simple—easy to configure and use. For more advanced users it supports a virtually unlimited number of simultaneous terminal sessions (that do not compete for the same device); TCP/IP and named pipe connections; multi-window chat and scrollback; an extensive scripting language as well as REXX scripting and an extensive facility for running external programs and protocols. ■

While the pop-up menus, settings notebooks and drag-and-drop capability make the program WPS aware, there is actually one more obvious step to go in the object-oriented direction: as objects, terminal sessions should encapsulate phone numbers, too.

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RESOURCES:

TE/2 Pro! v.2.00, shareware,
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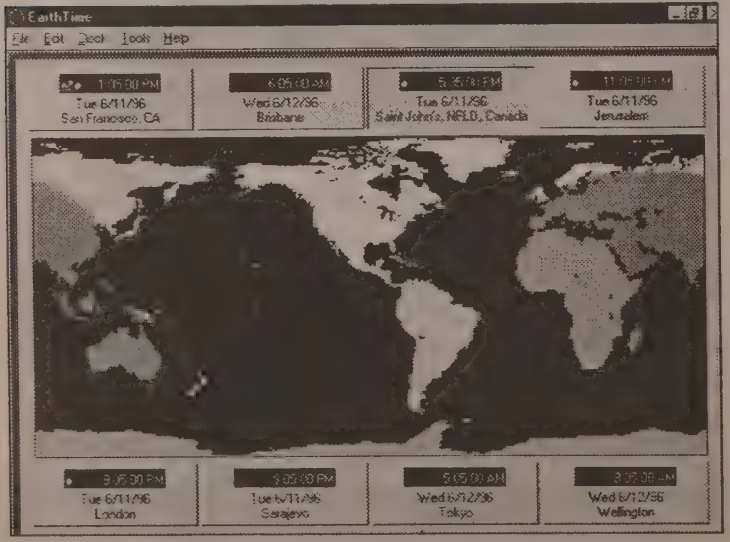
This came home to me when I reviewed the Hot Dog Web Editor. It's from a company in Australia. They market their software on the Web (*http://www.sausage.com*). They distribute it by ftp, the Internet file-transfer protocol. They accept payment by Web-form, using credit cards. Their work and their market is worldwide, but they are a small company.

So why not do the same? Why not become an international presence, even though you have just yourself and the cat on staff? This month we look at a few of the tools it would take to make a small business world-capable.

> **Why do business just with people in your own area code? Why not become an international presence, even though you have just yourself and the cat on staff?**

EarthTime

You want to call Australia. It is near 1 pm here in California. What time is it in Brisbane, Australia?



It's one in the afternoon in San Francisco. What time is it in Brisbane, Australia?

The ever-resourceful Philippe Kahn, who created Borland and is now building a new company called Starfish, has brought us a world clock that lets Windows users find out the exact time anywhere in the world.

EarthTime opens with a world map which shows where the sun is up and where it is dark, worldwide. Around the map are spaces for eight digital clocks that will show you the local time for each of the cities you choose. There are 375 to choose from, and they are adjusted for the vagaries of local time. For instance, the ever-individualistic citizens of Newfoundland (Canada) have chosen to be one-and-one-half hours ahead of Eastern Standard Time, and EarthTime knows that.

If you need more information, you can right-click on any of the cities you have chosen and get almanac-style information about the city. Included are telephone country- and city-codes, longitude, latitude, population, and currency. Also shown are the local date, day of the week, and day of the year. If you say "Huh?" to this, you share the puzzlement I felt in learning that Australia is on the far side of the International Dateline. When it is 1 pm on a San Francisco Tuesday, it is five AM on Wednesday for Brisbanites. All this information is academic until you try to make appointments to call someone or exchange email—then you need to know exactly what their local time, day and date are.

If you need to work a lot with comparative times, you can use the "Time Difference" window. It shows you two parallel strips, each bearing the hours of a day for a city. You can scan along it and discover that your Brisbane business partner, who gets to work at 8 am his time, will be available at 3 pm our time. Best to hold that phone call for a while.

EarthTime has a feature which will reset your computer clock for you, if it has access to the Internet. It also provides a converter for common measurements worldwide. Let us say you are importing Vegemite™, an Australian delica-

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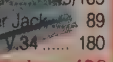

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intel inside

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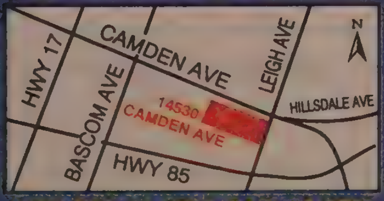

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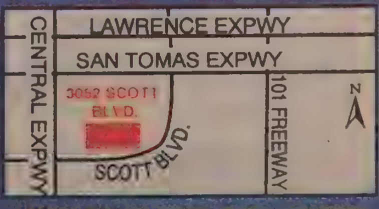

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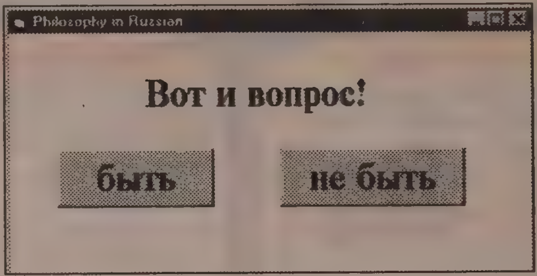
cy that is halfway between axle-grease and Japanese miso. Your buddy in Brisbane can get you a metric ton of Vegemite, and you want to know how many one-ounce jars you can fill. The converter says 35273.96584 avoirdupois ounces per metric ton.

EarthTime answers the sort of time and quantity questions that you ask daily in a worldwide business.



Gamma UniType lets you use standard Windows applications in 175 languages. Here we ask 'To be or not to be? That is the Question' in a Russianized Visual Basic program.

Gamma UniType For Windows

In a world with hundreds of writing systems, how can we communicate? The first step is to find someone who is competent in the target language. But then we have a second problem: we need to be able to write in the new language. Do we need to buy new software every time we want to use a new writing system?

The ASCII code of seven bits will only encode 128 different characters. Adding an extra bit allows the encoding of 256 characters per eight-bit byte. Some years ago the major computer companies developed a worldwide code for computerizing languages. Called Unicode, it uses two bytes per character. Each 16-bit code can represent any of 65,536 characters. Even though Chinese takes up ten to twenty thousand of those spaces, there seems to be enough room for all the world's known character sets.

The Gamma people have been in the world-language business for over a decade now, and are a remarkably pleasant crew to deal with. Gamma has undertaken to bring many of these languages to market.

Their special contribution is to make them accessible from within standard applications. You do not have to buy a special version of Word for Windows to add text in the 175 supported languages that are provided with UniType.

Whether you are typing in a language that uses the Roman alphabet or one of the elegant languages of South Asia, UniType will provide a font with the characters you need. You can work with the special accent marks of Eastern European languages or of Navajo, with right-to-left languages like Hebrew and Arabic, or in a language with ligatures (connected letters) like Hindi, without a great deal of fuss.

UniType is designed to be a co-application: it provides properly formatted foreign language text for your current Windows software. When you use UniType, a pop-up window appears and you type the desired text into the window. Then you click on the place in the destination document where you want this text to go. If you have set everything up correctly, it appears there. I used it to put some Sanskrit into a standard Word-for-Windows document. The Sanskrit appeared in the middle of the English

continued on page 87

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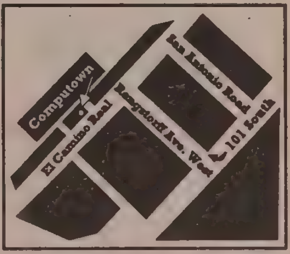

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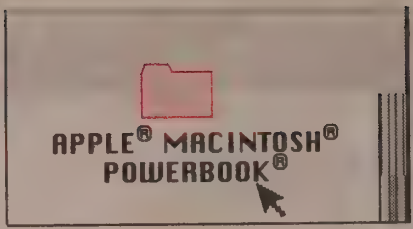

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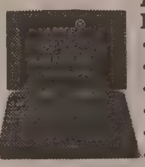

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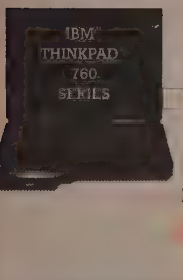

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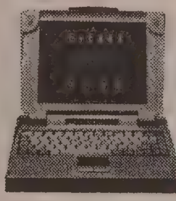

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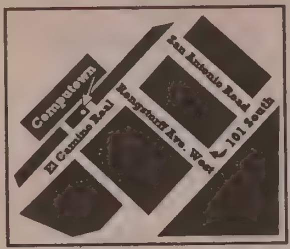

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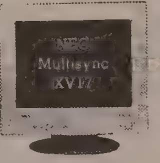

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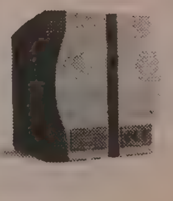

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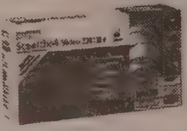

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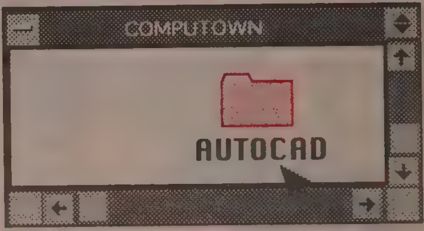

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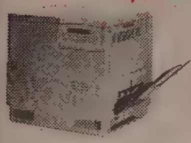

- 1200 dpi or 600 dpi
- 5 ppm (color), 14 ppm(B/W)
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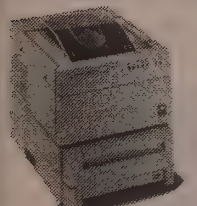
- 32 MHz RISC processor
- Adobe PostScript™ level 2 & HP-GL
- Optional Ethernet,TCP/IP, Token ring support
- Letter & Legal Size Paper

TEKTRONIX® PHASER™ 140
Liquid InkJet Printer

- 360 dpi
- 1 ppm in color
- 8 MB RAM exp to 24 MB
- Adobe PostScript™ level 2
- 16MHz AMD RISC processor
- Optional Ethernet support

TEKTRONIX® PHASER™ 240i
Thermal Wax Printer



- 300 dpi exp to 600x300 dpi
- 2 pages per minute
- 5 MB expandable to 21 MB
- Adobe PostScript™ Level 2 HP-GL & PCL5(Monochrome)
- AMD 29000 RISC processor

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TEKTRONIX® PHASER 340Plus Color Printer

ON DEMO

IN STOCK

- 600x300 dpi, 69 fonts
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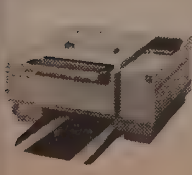
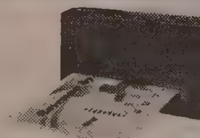
- Plain paper Phase-change printer
- Optional Ethernet,TCP/IP, Token ring support

TEKTRONIX® PHASER™ 300i
Phase Change Printer



- 300 dpi plain paper
- 1 page per minute
- 10 MB expandable to 22 MB
- Adobe PostScript™ Level 2 & HP-GL
- 24 MHz AMD 29000 RISC processor
- 4 x 6" to 12 x 18" media sizes
- prints on any paper & transparency

PRINTERS



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- 600 x 300 dpi
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C4549A	Deskjet 680C	600x600	$299.99
C4531A	Deskjet 820CXi	600x600	$389.99
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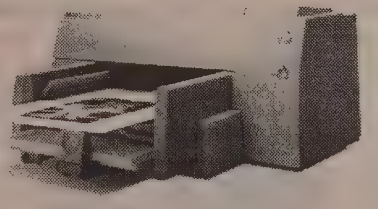

HP Deskwriter 680C Printer

- 5 PPM
- 600 x 600 dpi
- 3 Years Warranty

Part# C4550A

$309.99

Part#	Description	Resolution	Your Price
DeskWriters for Macintosh®			
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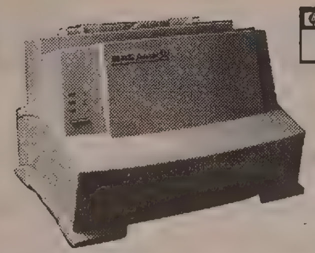
51626A	Deskjet/DeskWriter500 Series	Hi-cap Black	$26.99
51625A	Deskjet/DeskWriter500 Series	Color	$31.99
51629A	Deskjet/DeskWriter660	Hi-cap Black	$26.99
51629A	Deskjet/DeskWriter660	Color	$31.99
HP LaserJet Supplies		**Yield**	
92274A	LaserJet 4L/4P/4MP	2-3K pages	$69.99
C3903A	LaserJet 5P/5MP	2-3K pages	$89.99
92298A	LaserJet 4M/4Mplus	2-3K pages	$109.99
HP LaserJet Supplies		**Option**	
C2970A	DeskJet Fax Printer Pal	Fax	$149.99



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- 600 dpi
- 100 sheet paper tray
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C3141A	LaserJet 4V	600dpi	$1859.99
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C3917A	LaserJet 5M	600dpi	$1799.99
C3155A	LaserJet 5MP	600dpi	$999.99
C3142A	LaserJet 4MV	600dpi	$2699.99
C3961A	Color LaserJet 5	1200dpi	$5699.99
C3962A	Color LaserJet 5M	1200dpi	$6999.99

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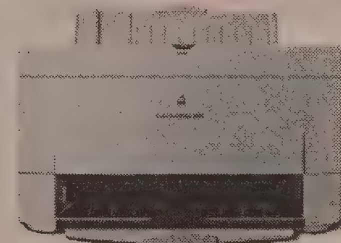

Apple® Color StyleWriter® 2500

- 3 - 4PPM
- 360x360 dpi
- TrueType® fonts
- High speed serial

Part# M4236LL/A

$389.99

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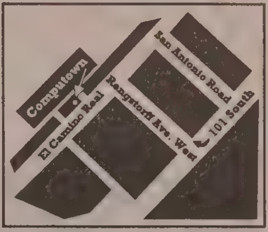

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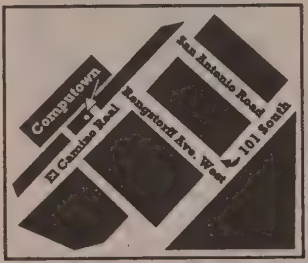

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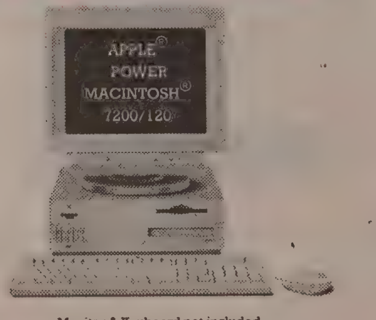

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- PowerPC™ 601/120 MHz
- 16 MB RAM expandable to 256 MB
- 1.2 GB HD
- Quad Speed CD-ROM Drive
- 1 MB VRAM expandable to 4 MB
- 3 PCI expansion slots

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7600/120

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- Quad Speed CD-ROM Drive
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- 24-bit Video input

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CALL FOR LATEST

Part#	Description	RAM HD	Your Price
7500 SERIES			
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M4631LL/A	PowerPC™ 604/120MHz	16MB1.2GB/4XCD	*CALL*

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8500/150

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Apple® Power Macintosh® 8500/150

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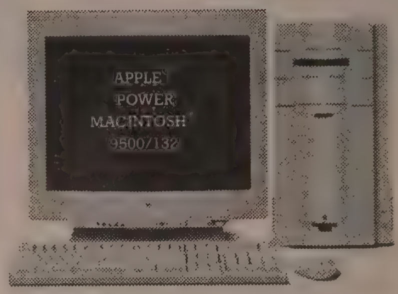
M4890LL/A	PowerPC™ 601/150MHz	16MB/2 GB/4XCD	*CALL*



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Apple® Power Macintosh® 9500/132

- PowerPC™ 604/132 MHz
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- 1 GB HD
- 512K level-2 cache
- Quad Speed CD-ROM Drive
- 2 MB VRAM expandable to 4 MB

Part# M4742LL/A

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Part#	Description	RAM HD	Your Price
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M4813LL/A	PowerPC™ 604/150MHz	16MB/2GB/4XCD	*CALL*

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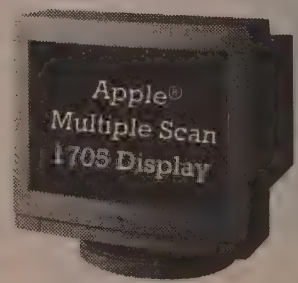

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M4434LL/A	Apple® Multiple Scan 1705 Display	1152x870	$749.99
[illegible]	AppleVision™ 1710 Display	1280x1024	$899.99
[illegible]	AppleVision™ 1710AV Display	1024x1280	$1099.99
[illegible]	Apple® Multiple Scan 20" Display	1080x1024	$1899.99

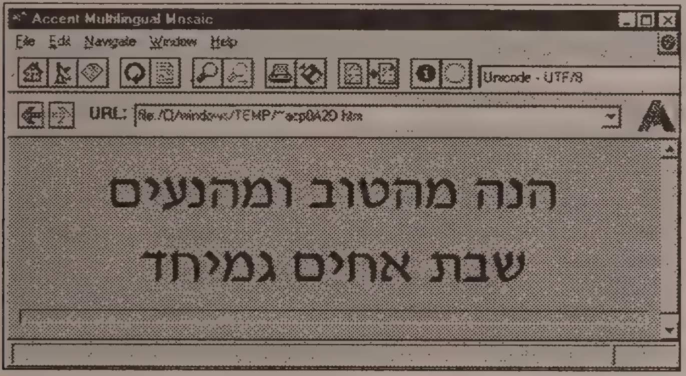
Small Office/Home Office

continued from page 80

language document in an attractive Devanagari type-face.

`But it is not an entirely easy matter to set things up correctly. You must not only choose the desired language in the UniType menu, but you must also (separately) choose the correct font in the destination document. Gamma does provide macros to handle some of this chore.

UniType is designed to type only a line at a time. When I attempted to type three lines of text in at once in Hebrew, it mastered the left-to-right conversion, but got the lines in reverse order. It put line three first, line two in the middle, and the first line last. UniType would be good for working in words and phrases, but one would not want to use it for extended text.



file:/C|/windows/TEMP/~acp8A20.htm

הנה מהטוב ומהנעים

שבת אחים גמיחד

A Web page in Hebrew, designed with MultiLingual Publisher and Viewed with MultiLingual Mosaic, both from Accent Software.

The good news is that, because UniType works with TrueType fonts, you can use it in a variety of Windows programs. Gamma refers to this use as "localization." You can use it with desktop publishing programs. You can type something in Urdu and process the text you have created with a graphics programs such as CorelDraw. In Visual Basic I was able to make the labels and the text-boxes program in Russian using UniType.

We have a Web that really *is* World-Wide

UniType holds the record for sheer variety of languages. It has support (in one of its various editions) for the many languages of India and most of the alphabetic languages of Asia. You can get versions for Chinese, for Japanese, and for Korean. Biblical scholars can buy a package that includes Coptic, Ugaritic, Aramaic and even Egyptian Hieroglyphs.

Internet With An Accent

Accent Software is approaching the whole matter differently. Instead of building add-ins for existing Windows software, they invite you to buy their products and do all your work within a special multilingual Windows environment. They use a smaller set of languages than does Gamma, supporting only around fifty that use the Latin, Cyrillic (e.g. Russian), Hebrew, Arabic and Greek alphabets. They have announced (but did not send us a copy of) a Japanese, Korean and Chinese viewer.

Included in the package are Multilingual Mailpad for email, a Multilingual Viewer to read documents created by Accent products, Multilingual Publisher to make Web pages in the supported languages,

continued on page 282

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New IRS Plan For Sofware Developers

With This Plan, The IRS Signals An Increasingly Sterner Approach To Auditing

The IRS released a detailed audit plan for software development tax credits on May 1. For the majority of software developers who either claim the R&D tax credit or are keenly interested in doing so, the plan comprises eighteen pages of obligatory bedtime reading. It reveals exactly what questions the IRS auditors might ask, and what answers they seek.

Many developers and their accountants will find the audit plan as helpful as the answer key to an open book exam. Adherence to the plan, however, is not obligatory for IRS auditors. They can apply it verbatim, ignore it entirely, or cherry-pick anything in between. You can bet your research credits, however, that if you've prepared for *these* questions, you'll be prepared for anything.

The audit plan may be based as much on the personal experience and creativity of its drafters as on clear legal authority. That's because there is remarkably little definitive guidance dealing specifically with tax credits for software developers, although a 1986 Congressional Conference report takes a generally favorable approach toward software developers claiming R&D tax credits. Indeed, taxpayers relying on the regulations relating to the credit, finalized in 1989, may be misled, because those regulations fail to reflect changes enacted by the 1986, 1989, and 1993 Tax Acts.

The approach taken by the audit plan is to interpret the rules and regulations restrictively. It imposes formidable hurdles and burdensome substantiation requirements. The overall tone is tough news for computer folk.

Audit Strategy

Under the plan, the government will first want to verify that the software development effort meets general qualifications for the credit. Under requirements applying to everyone, including software developers, only expenditures made for the purpose of discovering information that is technological in nature can qualify. Moreover, only costs that are elements of a process of experimentation for a new or improved function, performance, reliability or quality may be eligible for the credit.

> **Taxpayers relying on the regulations relating to the credit, finalized in 1989, may be misled, because those regulations fail to reflect changes enacted by the 1986, 1989, and 1993 Tax Acts.**

How does that apply to software development costs? In the past, software developers relied on their accountants' power of persuasion to convince non-technically trained IRS agents that everything about their source code is experimental, new and improved, and totally high-tech, if not outright Star Wars.

The new guidelines adopt a different approach. They instruct the examining agent to request the services of an independent engineer. The plan directs the IRS examiner to request that the taxpayer provide a full description of the purpose of each software project and subproject. The taxpayer must explain, in writing, how the software meets the general requirements of being credit worthy. The response is then reviewed by the independent engineer.

The opportunity for a few good paper wars is obvious. The good news is that the IRS will be hiring more software engineers.

Examining Expenses

According to the audit plan, eligible software development costs will primarily consist of employee wages and of payments to outside contractors. The guidelines alert the auditors that they should find little or no supply expenses claimed in this field.

"In most instances," the audit plan states, "the examiner can make a determination as to whether an employee is involved in performing qualified software development easier than determining whether the software project satis-

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fies the 'technological' requirements for a qualified research project."

This is like saying that it's easier to examine a cow's stomach than the alfalfa field to determine what grade of beef is being produced. Be prepared to document programming activities with timesheets that describe, with specificity, the work that's been done.

The audit plan provides specific examples of non-qualifying software development activities. The examples are not restricted to situations expressly covered by existing law and regulations, and may well be broader than Congress had intended.

In perhaps the most important phase of the audit, the examiner breaks the wage portion of the credit into its "lowest possible component." This means looking into individual line-item expenses rather than only looking at the totals. This examination of details might include review of job functions and individual compensation to confirm that only expenses related to the following individuals are included:

1. Employees engaged in direct research.
2. Employees directly supporting the research activity.
3. Employees directly supervising the research effort.

Problem Sets

All told, the audit program includes twenty-three specific information requests that an auditor would make in writing. Here are two examples of what they look like:

- "Please provide a detailed description of each internal-use software project. The description should provide a list of the specific capabilities/tasks/processes provided by the software using terms that are standard in computer science. Also, describe how these functions were accomplished before the development of the software in question and how it differs from the software, if any, it replaced."
- "Please supply any interview documentation, questionnaire or survey etc. utilized to determine whether a project qualified. Please identify the employee who was responsible for completing the survey or questionnaire for each project. Describe the specific role that employee played on the project. What documentation was relied on by the employee to determine the costs of the project that qualify for the research credit?"

Software developers claiming the credit may wish to review the list of potential requests and, if necessary, shore up your record-keeping systems to ensure the questions can be answered.

Contract Programmers

If you are an independent programmer writing code for a client who is a software developer, and the client is audited, the audit plan calls for the auditor to look closely at your project activities. In such cases, of course, it is the client's tax return, not yours, which is under examination.

The plan instructs, "[S]elect the contracts on the vendor's list that show audit potential...The specific activities performed by the contract researcher must be reviewed." From this, the IRS may determine if they will require an allocation to eliminate non-qualified activities from the credit computation. Your contract is apt to be scrutinized by IRS District Counsel—who may have a degree of technical sophistication beyond that of the front line auditor.

The audit plan provides specific examples of non-qualifying software development activities. The examples are not restricted to situations expressly covered by existing law and regulations, and may well be broader than Congress had intended. One commentator notes that "this audit plan's approach arguably contradicts the generally favorable and much more inclusive language in the body of the [Congressional] Conference Committee Report."

Whether they're consistent with Congress' intention or not, the following are examples of software development costs that IRS auditors are being instructed to disallow from the credit computation:

Software core: Often, software developers have a software core they use as their starting point. They will then attempt to configure/adapt the software core to meet the client's (taxpayer's) needs. According to the audit plan, the software core has already been developed and its cost should therefore not be allowed in the credit computation.

Installation and training costs: According to the audit plan, the costs to install software, and to train the taxpayer's employees in the use of the software, do not qualify for the research tax credit. The audit plan, however, does not specifically inquire about costs of testing and evaluation of the software. In many cases, once the software has been tested, it has already been installed and those who performed the testing have become familiar with how it operates, and so require little training. The taxpayer's records should clearly identify the costs associated with testing software to ensure that they are accounted for separately from installation and training costs.

The plan envisions that taxpayers will keep contemporaneous records about who did what, when, why did they did it, and what was the status of the project in the end.

Pre-software development costs: Here's a

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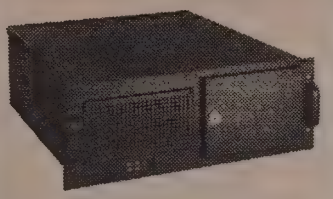

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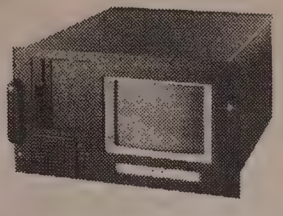

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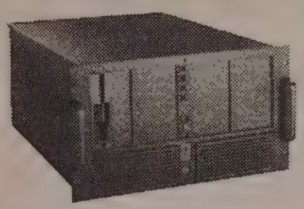

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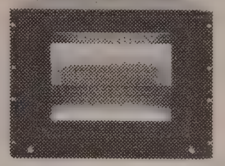

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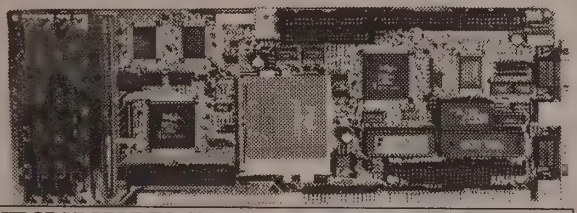

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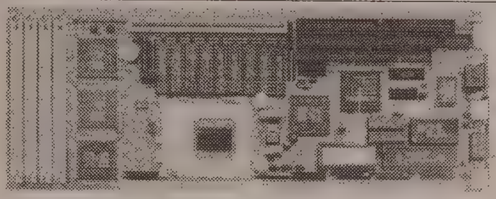

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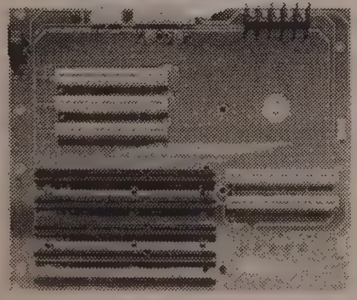

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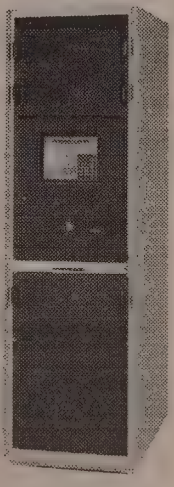

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trap for the unwary. The audit plan asks the taxpayer to document, "Costs associated with interviews, surveys, and other activities incurred by the software developer to determine what information is readily available." According to the plan, those costs would not qualify for the credit.

Responses to these kinds of informational requests are often difficult to document. Does your accounting system, for example, track costs associated with determining what information is "readily available?" Are you prepared to document, on audit, all the time you spent looking for such information? If you fail to produce convincing documentation, the government may use that fact to impeach the credibility of your claim that the software is innovative and experimental, and hence, credit-eligible.

No More Mr. Nice Guy

Overall, the tone of the audit seems unfriendly. It instructs agents to "challenge the software development activity" and make the taxpayer prove why each activity meets the definition of research.

The plan envisions that taxpayers will keep contemporaneous records about who did what, when, why did they did it, and what was the status of the project in the end. For example, the examining agent will ask if the software developer sent surveys to specific employees to complete. Many taxpayers will be taken by surprise, which almost seems to be the point of it. "The meeting with the taxpayer would be a good time to determine if any or all of this information exists...If there are no contemporaneous records, the examiner must determine if the taxpayer has adequately supported the claim."

Then again, the use of the audit plan is not mandatory. In fact, in response to our inquiries, IRS technical coordinators in Oakland found that local examination units had never heard of the plan and couldn't locate a copy. When we finally found a review copy of the government's plan, with the IRS National Research Credit Issue Specialist, he offered to swap it for this issue of *MicroTimes*.

Nonetheless, the day of implementation, when every auditor in Silicon Valley will be toting it amid their arsenal, may not be far off. With this plan, the IRS signals an epoch of an increasingly sterner approach to auditing. As usual, the expected losers will no doubt be the smaller businesses and entrepreneurs who haven't done their homework and prepared from the audit plan in advance. ■

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Free reprints of the following are available from David Simon's office in Oakland at (510)893-5753.

Research Tax Credit, Software Developed For Internal Use, Audit Plan dated May 1, 1996 (Internal Revenue Service)

Internal Revenue Code Section 41, Research Tax Credit

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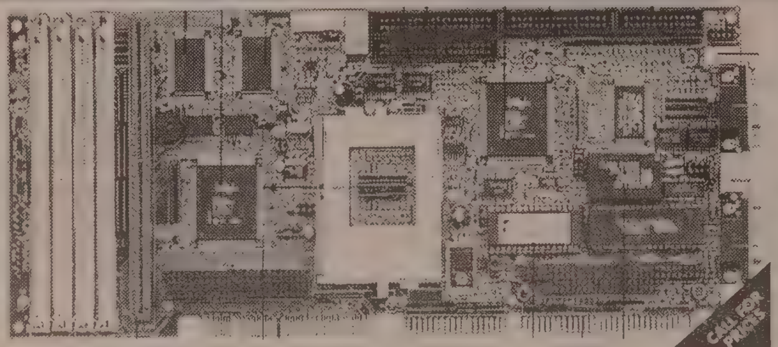

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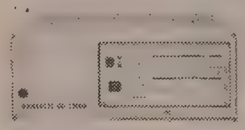

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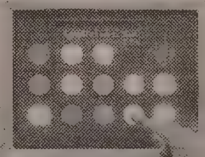

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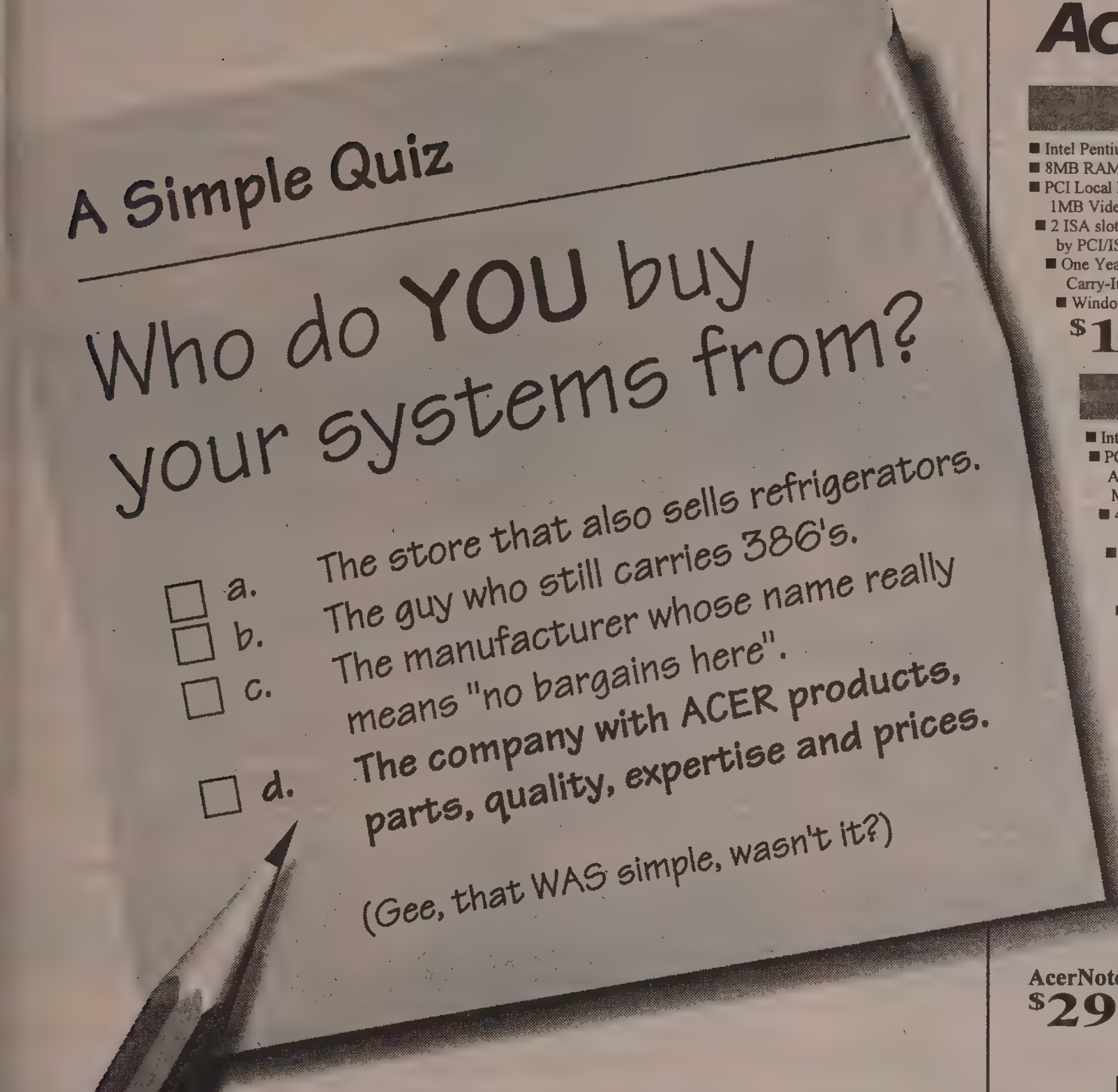

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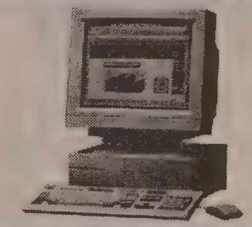

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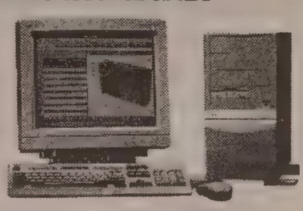

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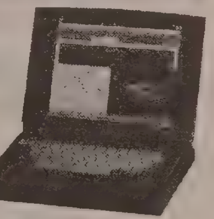

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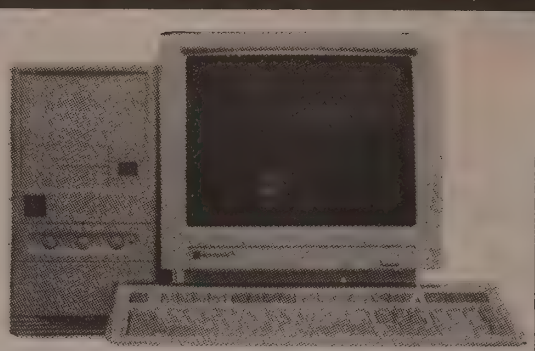

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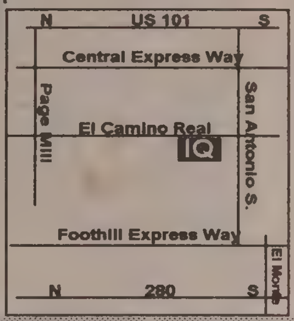

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Online Guide

INTERNET • BY JOHN S. QUARTERMAN

Network High School

To The Mainstream Media, Nerds Are Still The Enemy

A few years ago, when we told someone what TIC stands for, the usual response would be: "Texas International Consulting? You're in international marketing?"

When told no, that's "Internet," as in a worldwide computer network, the person would usually respond with, "Oh, I don't understand that computer stuff," and "Modems, huh? Beep beep!"

In the last six months or so, we've started to get job applications starting like this one: "I want to break into the Internet industry...." In case you think that translates as "I want to learn to be a computer criminal" or "I want a job in industrial espionage," these sorts of applications always make it clear what they really mean: "To obtain a job as an Internet/interactive-media developer with a firm that is dedicated to exploring and utilizing cutting-edge technology."

In the space of a couple of years, the Internet has morphed in the public mind from some unknown computer thing into a media industry that attracts job applications phrased in terms formerly associated with movies or fashion.

Now both of these public conceptions, and especially the way they're mutating, remind me of high school.

The old and new surface reactions are pretty easy to relate to high school. The old one will be familiar to anybody who understood binary arithmetic when classmates did not. "You understand com*pu*ters? You must be really smart! Hyuck hyuck!"

The new one is like those daytime television commercials that advertise schools in "high-tech" for high school graduates. Get rich (or at least an income) by learning what those detested nerds already knew back in high school.

Everywhere you turn these days you see electronic mail addresses in DNS format and WWW URLs. Television stations, newspapers, car dealers, florists, almost anybody who advertises to the public has them and displays them. Even motion pictures now come equipped with one or more Web sites, and the URLs for them are in all the advertising for the movies. The Internet is big time, even on the stock market; Netscape Corp. made a bigger splash with its IPO than any company in history. Nobody can ignore this Internet phenomenon anymore.

> **The popular students have discovered that those detested geeks have invented something they now have to pay attention to, and they don't like it one little bit.**

Revenge Of The Nerds

But who invented it? Why, those "geeks" and "nerds" you also see depicted in books, television shows, and movies in variations of high school stereotypes. The popular students have discovered that those detested geeks have invented something they now have to pay attention to, and they don't like it one little bit.

Even normally sober PBS ran a documentary called *Revenge of the Nerds*. It was about some of the founders of the personal computer industry, such as Steve Jobs and Bill Gates, and got around to mentioning the Internet almost in passing at the end. If it mentioned UNIX at all, I sure missed it. Steve Jobs' career jumped seamlessly from Apple to Pixar, with no mention of NeXT. The great mistakes of the PC world (single user mistaken for single process, and proprietary networking) were nowhere in sight. There was an intimation that even Bill Gates is being forced to pay attention to the Internet, but the origins of this force great enough to warp the direction of the richest captain of modern industry were completely ignored.

The traditional media still don't understand the Internet. This is nothing new in the public perception of nerds and geeks: the main reason they were so detested in high schools is that they seemed to know something important that nobody else could understand.

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The Horror

A good example of mass media misunderstanding of the Internet is the movie, *The Net.* It stars that icon of movie stardom, Sandra Bullock, which makes it about as mainstream as you can get.

> **If you don't understand and don't like a group, turn them into outright outcasts. Or try to. It's hard to succeed when the group's invention is growing at least as fast as any technological invention in the history of the world.**

This thing makes the Internet schtick in *Mission Impossible* look like extreme versimilitude. Every single computer network technical point is wrong. It's sort of a Cold War thriller badly updated; the network stuff is just fluff. The real themes are technophobia, fear of (nonexistent) centralization, and the corporate CEO as the bad guy.

This movie demonstrates a fundamental misunderstanding of the Internet. The only kind of data connectivity that is recognized at all is modem dialup. "TCP/IP" flashes on the screen at various points, but when our heroine needs to send something to the FBI she runs from a company that clearly has a LAN and an Internet connection to a trade show at Moscone Center and *dials out* to do it, with the modem big as Moby Dick in the foreground....

The only time the word "router" is used is when the bad guys tracing one of her connections mention it goes through "routers at Berkeley." Makes you think they got all they know about the Internet from a misreading of *The Wily Hacker.*

This particular misunderstanding is common among Internet users. Most people have heard that the Internet consists of millions of computers and tens of thousands of networks, but they've never seen any of those things, so they don't really believe it. They can hear their modem dialing, and they know they can't use the net if it isn't dialed up, so they believe in modem connections. Beyond that, they're connected to some thing called "the Internet" whose visible face is their Web browser and whose voice is their local ISP. If they can't get some Web page, it's clearly something broken at the ISP, right?

That it might be an outage of a link or router a dozen hops out and several thousand miles away, or even on the destination server, is not something that occurs to most people, nor is it easy to explain. Similarly, that slow response might be due to some combination of routing involving networks the ISP doesn't even deal with directly is not an idea that will occur to most people. Our ISP staff get to explain this sort of thing all the time; we've put together a visual aid (URL: *http://www.zilker.net/ms/*) or two to assist.

Centralization is also still expected, even inside companies. When our heroine is inside the company that makes the dastardly software that's the focus of the plot, she gets stymied because she doesn't have mainframe access. After all, there are only PCs and mainframes, right?

Once she finally defeats the bad guys, all the the fake data they've compiled and distributed about her (birthplace, residence, employment, long list of crimes, etc.) is wiped out with a single keystroke, because, after all, it was all kept on a single computer, right?

This movie exemplifies the kind of massive public misconceptions about the Internet that are more than enough to produce fear and loathing of the Internet and of people associated with it.

I will say one good thing about the movie: it does use the word "hacker" correctly.

Other Stereotypes

There have been intermediate stages in the public perception of the Internet.

The Internet first came to the attention of the mass media about 1988 as the result of the Morris Worm and the Wily Hacker case. Ever since, the press has done its best to equate "hacker" with "criminal," and far too many hackers have gone along with this perversion of their own identity.

> **Other people are going to use it and discover that it's not all E-Vil.**

If you don't understand and don't like a group, turn them into outright outcasts. Or try to. It's hard to succeed when the group's invention is growing at least as fast as any technological invention in the history of the world. Other people are going to use it and discover that it's

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not all E-Vil.

One of the earliest groups to discover the Internet as a tool of their trade and a public venue was artists. Not all of them, of course, just a few here and there, to whom a new form of communication was both intellectually stimulating and potentially useful, not to mention possibly capable of producing new forms of art. Think of the arts and crafts people in high school, and maybe the drama students. They were weird too, in the eye of the popular kids, but in a different and more socially acceptable way than the nerds. The presence of artists on the net helped make it socially acceptable.

Then there were the gamers, who moved from video arcades and Nintendo to the early World Wide Web. Their entry into the Internet was expressly desired by Marc Andreesson when he invented Mosaic, as a driving force to get graphics on the net. It worked. The Web went from being a curiosity of some researchers to the public face of the Internet in the space of a single year.

There's the ever-popular attempt, first on the part of the press and recently on the part of governments, to paint the Internet as a nest of child-molesting pornographers and then pass laws against it. Doubtless many of the people doing this honestly believe this bullshit propaganda, and think what they are doing will protect children. But the actual effects of such a crusade would be to suppress the Internet phenomenon by criminalizing it, not to mention the collateral damage to little things like freedom of the press. Fortunately, so far the crusaders haven't been successful (URL:*http://www.zilker.net/senate/*).

Recently I've started to see hackers described more frequently as "computer jocks." If we can make the nerds into football players, that makes them socially acceptable, maybe even popular. It may even defuse the fear many people have about them.

Breaking Into The Internet

This social phenomenon—the Internet's expansion into the mass population—is having effects even within the Internet. There are more than 9,000 Internet Service Providers (ISPs) worldwide. A few years ago there were a few hundred. Obviously most of the people running those new ISPs are not from the Internet Old Boys™ (there are a few Old Girls, but very few). A lot of them are people from assorted backgrounds who have succeeded in "breaking into the Internet industry."

There's nothing new in varied backgrounds; a lot of the Old Boys started out as something other than computer scientists. But most of the other backgrounds were in the sciences or technology. Many of the New Boys and Girls are from completely different areas: some are artists; some just happen to have rich parents; many are business people who hire technical people out of college to do the actual connectivity work.

The core meeting place of the Old Boys is the IETF (Internet Engineering Task Force) (URL:*http://www.ietf.org*). IETF has shown an amazing ability to absorb diverse groups and to provide opportunities for new people who want to do real work.

The traditional media still don't understand the Internet. This is nothing new in the public perception of nerds and geeks: the main reason they were so detested in high schools is that they seemed to know something important that nobody else could understand.

It has won culture wars before. Only a decade ago, ISO-OSI was widely thought to be the wave of the future that TCP/IP ultimately proved to be, largely because of the IETF philosophy of open membership, implementation before specification, and public dissemination of the specifications. IETF has previously brought Sun, Apple, HP, Digital, IBM, and to some extent even Netscape and Microsoft, into the fold on technical issues.

But IETF is a technical forum and a (dare we say it?) standards organization. It isn't really set up to deal with economic, political, or social issues. Technical professional or trade organizations related to the Internet, such as Interop (URL:*http://www.interop.com*), USENIX (URL:*http://www. usenix.org*), or UniForum (URL:*http://www.uniforum.org*), tend to be rather narrowly focussed on technical issues. For the most part, they did not even notice the US Congress attempting to use the Internet as an excuse to nuke the First Amendment until the obscene bill (URL:*http://www.zilker.net/senate/*) was actually signed into law.

The Internet Society or ISOC (URL:*http://www.isoc.org*) is a more social and political forum. It does much useful work, such as organizing the annual INET conferences, but it is primarily US-based, and it is dubious whether it can handle the educational and especially the political tasks at hand.

Many people think the US government still runs the Internet, but it doesn't, and the Internet is now far too big and international for it to do so.

Certain big businesses would clearly like to run the Internet, but very few of the largest companies are proving capable of even understanding it.

What authority will solve the socialization of the Internet? No single group, company, or agency, as always: that's the beauty of the Internet.

Can the Internet and the general public come to an accommodation? I think so. Most people will never be hackers; most people will never understand hackers; and most hackers will never want to be most people. But many of the tools hackers have invented for the Internet have value that anyone can understand simply by using them. This is because hackers are people, too, strange as it may seem, and much of what they invented for themselves is useful to anyone. And as more people use those tools, the Internet itself will socialize its own users to some extent.

Back In High School

Will all former high school students become nerds and geeks, then, and let us finally give those stupid words a rest? No. But just as most high school students now know how to use a VCR and most know how to drive a car or will soon learn, most will learn to use the net. Then they and the general public will come to see the Internet as normal, and they'll move on to something else to ostracize. ■

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ONLINE SERVICES • BY BILL GRAM-REEFER

Net News Is Good News

Southern California Gets New Service

No matter how you slice and dice the Internet, content is king. And whether it's headlines, stock quotes, sport scores or the weather forecast for San Pedro, news is the king of content.

Two new services from a joint effort by Pacific Bell and the *Los Angeles Times* and another from PointCast push the news-delivery model to new heights.

In an important alliance between a giant telecommunications company and the nation's second-largest newspaper, Pac Bell and the *LA Times* have launched a customized dial-up Internet access service that features the *LA Times'* huge World Wide Web site, arguably the most comprehensive source of information about Southern California for readers here, across the country and around the world.

Built-in bookmarks are available, featuring Web sites of particular use and interest to Southern California residents and businesses, including main sections of the *Times'* Web site.

Hot News In The Southland

First, recall Pac Bell's recent entry into the the Internet access business announced May 28th. Now add a major media news outlet with its strong regional presence as the home base for Internet surfing.

Essentially, Southern California customers that sign up for Pacific Bell Internet Services for their IP access get a specially customized version of NetScape Personal Edition 2.0 client software. This browser includes buttons linking users to the *LA Times'* Web site, Pac Bell's Internet site, and SoCal Excite, a regionalized Internet search engine developed by the *Times* and Architext Software, Inc.

The co-branded service, to be marketed by Pac Bell and the *LA Times*, provides an important regional spin—perhaps even focus—to the mountains of information available on the Internet. Built-in bookmarks are available, featuring Web sites of particular use and interest to Southern California residents and businesses, including main sections of the *Times'* Web site.

Southland callers will also find easy, one-button access to the *Times'* free, custom news service, Hunter, which automatically retrieves news from both the *Times* and AP Online, presenting the files in a personalized online newspaper format.

SoCal Excite is a first-of-its-kind directory that enables users to search the entire Internet to find services, Web sites and news groups with a special focus on Southern California. Subscribers are provided access to the service from throughout California, and can rely on customer service by phone and flexible billing options.

The *Times'* Web site itself is a piece of work. In addition to news from the paper, including classified, business, and other sections, the Web site includes a wide variety of local news and information. Neighborhood News covers goings-on in over eighty-five communities throughout a six-county area: Home prices, community profiles, high school performance scores (!), and minutes from the local city council meetings.

Check out Marketspace, too. If there's anything strong regional media are good at, it's helping people find goods and services in their own backyard, as local businesses of all stripes are learning how to get Web presence where it counts. Who cares if someone from Norway logs onto the Web site for your cafe in Ventura, shoe store in Burbank, or travel agency in Venice? Sure, you could possibly arrange a safari for someone in Oslo, but the object here is to use a worldwide medium to get people nearby to shop or hang out in your store down the street.

Marketspace has tips for bargain hunters, a mall guide, the whereabouts of farmer's markets, including organic and many ethnic food stores, and there's a section that can even help you plan an itinerary for an entire shopping day.

Features And Pricing

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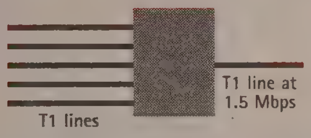
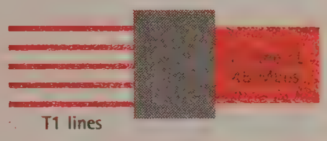


Many providers feed T1 connections into cramped, oversold lines, reducing performance.



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Times currently provides local dial-up access at speeds up to 28.8 Kbps, while high-speed digital ISDN access should be available this summer. Pricing ranges from $9.95 per month for ten hours of access time, up to $19.95 per month for unlimited access. Unlike with AT&T, you do not have to be a Pac Bell local telephone service customer to get best pricing on the IP access program.

Since its launch April 8th, the *Times* Web site has averaged over 500,000 hits per day. More than 1,000 people have registered for Hunter, the site's free custom news service. The site includes content from the daily editions of the newspaper, archives of articles published since 1990, information from other content providers, and links to such regional highlights including Hollywood Online.

There is some talk that while all of the services are currently free, some do require registration, while archived articles may eventually carry a $1.50 surcharge per view or download.

Strategic Alliance, Promising Market

According to Rick Hronicek, president of Pac Bell Internet Services, "We're combining the strengths of both companies...to create the premier online experience for Southern Californians." With this alliance, both companies are aiming squarely at the explosive growth of the Internet market in the Southland: a billion dollar market with over 4.4 million computer users, boasting 1.2 million new PCs purchased in 1995.

The *Times* Web site can be found on the Internet at *http://www.latimes.com.* This can be accessed by any browser. Prospective Pac Bell Internet customers can download the cus-

SoCal Excite is a first-of-its-kind directory that enables users to search the entire Internet to find services, Web sites and news groups with a special focus on Southern California.

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tomized *Los Angeles Times* Web client software directly from *http://www.pacbell.net/latimes* or by calling toll-free 1-800-213-9999.

PointCast: News To Your Screen

The PointCast Network (PCN) is a free service that broadcasts news and information directly to a user's computer screen. A recent beta test program saw 200,000 individuals logging onto PointCast registering up to 20,000,000 hits per day and 2.1 million hours of Internet viewing time each week.

> If there's anything strong regional media are good at, it's helping people find goods and services in their own backyard, as local businesses of all stripes are learning how to get web presence where it counts.

PCN delivers up-to-the-minute news and information to anyone with access to the Internet. Its SmartScreen technology acts sort of like a screen saver. When your computer is idle, the Netscape compatible program connects to PCN to download screens full of headlines, stock quotes and sports scores. Viewers can click on headline URLs to get the full story.

Six "channels" include News, Companies, Industries, Weather, Sports, and Lifestyle coverage from sources including Reuters, S&P, Comstock's stock ticker, SportsTicker, AccuWeather and Variety. More recently, PCN has signed up Time Warner's Pathfinder "channel," providing news from *Time, People and Money Magazine.* PCN has also added Business Wire content, Hambrecht & Quist Stock Index info and has expanded weather forecasts to 250 U.S. cities.

Playing the regional card, PCN has added the *Boston Globe* channel, providing regional news for viewers living in New England, in addition to a *Los Angeles Times* channel. Viewers who log on with a Southern California zip code (90000 through 93800) automatically receive the *LA Times* channel along with weather, sports, and stock quotes. Headlines from the *Times* are "broadcast" directly to the viewer's screen.

PCN is advertising-supported; its *LA Times* channel includes unique and engaging messages from charter advertisers like Winecountry, Sanwa Bank, and the Miller Automotive Group. The ads are a hoot, from what we hear.

The *LA Times* director of media, Deidra Eagles, says "PCN is setting a new standard for interactive advertising on the Web. The *Times* and its advertisers are excited to be able to take advantage of the compelling use of advertisements in the PointCast system."

> The whole point is, by joining with content providers like the *LA Times* and PointCast, Pac Bell and MCI hope to make a ton of money in California by providing ease-of-use and information you can use this weekend.

Not unlike Pacific Bell, MCI has linked up with PointCast as part of its MCI One, the company's new integrated advanced services offering that provides installation of the PointCast Network for MCI One dial-up users.

Version 1.0 of the PCN client software works seamlessly with Netscape Navigator versions 1.22 and higher.

PCN also provides for automatic online updates for its software. The PCN software can also act as a Navigator plug-in allowing the PCN software to work from within Navigator. A scheduler is available that lets viewers determine when to receive updates from PointCast's central broadcast facility. Live URL links are supported in all news stories, allowing users to link to another Web site from any story on the PointCast network. A beta for Macintosh should be available this summer. Tech support is provided by email with 24-hour response time. A toll-free number (1-800-586-4733) is available for self-service messages and updated status reports. Users can download PCN at *http://www.pointcast.com* .

Confused?

Here's a summary. You can freely use PointCast software to get news using any IP access provider, although you'll get the customized PCN software if your provider is MCI. And, if you register as a Southlander you'll get the *LA Times* pages.

You can also log onto the *LA Times* Web site with any browser using any IP provider. But if you use Pac Bell and live in Southern California you'll get Pac Bell's customized Netscape software with the built-in links to the *LA Times* pages. Got it?

The whole point is, by joining with content providers like the *LA Times* and PointCast, Pac Bell and MCI hope to make a ton of money in California by providing ease-of-use and information you can use this weekend. ■

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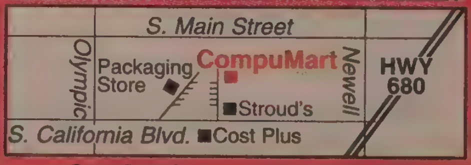

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BY LAURA BELL

Online Networking Opportunities For Small Business

Using Your Modem To Work Smart

Back in its early years, CompuServe garnered good press with its early morning breakfast roundtable discussions and forums for hundreds of topics. Business men and women have been attracted for years to the idea of breakfast meetings. Now they had a way to do it without getting out of their pajamas.

Ever since, entrepreneurs and small-business people routinely use the online world to increase their ability to work smarter in the complicated business world.

All entrepreneurs have one thing in common: the constant need for information and new clients. This constant thirst for assistance and new knowledge drives a large market for business books and seminars. In the online world, many SIGS (special interest groups) serve a similar purpose and are notable for the diversity of the questions, the variety of business types, and the mixture of the users' business knowledge.

I used to hang around those forums, when, several years back, I was the publisher, editor and main writer for a newsletter dealing with small business and economics. Later, I started answering those question—including the memorable "I just came back from lunch with an idea for a business to start. Who can tell me where to find the money to finance it?"—and using them for the basis of articles.

True Stories

Before I started my own online business journey, I met key colleagues who shared their own tips.

One successful newsletter publisher made a name for his publication by hanging on the boards about sixteen hours a day. He logged on to both BBSes and information services. He got to know users by joining chat sessions. He also posted notices about his publication in the SIGs. He managed to make enough of a name for himself that *Inc.* magazine came calling with a business offer.

"Hanging on the boards" can be done, but it has caveats. First, it can ruin your health and your bank account. With the advent of telnet, however, the phone bills can now be minimized. Additionally, if you take the time to get know the sysop when first joining a BBS, you may have the opportunity to get a free account (offer to run a SIG and moderate a chat hour in your field of expertise). However, be cautious about promising too many hours for this volunteer work.

Other success stories: a semi-invalid woman friend launched a health food MLM (multi-level marketing) sales force by use of regional boards in Southern California. She had the art of being friendly with sysops down to a science (she recruited new users) and was usually given total freedom for business networking.

During one period, she rose every morning at a given time and hit the "boards" to collect her daily orders. This went on without a hitch for about a year.

> **TALKING ABOUT SUCCESSFUL METHODS OF EXPANDING IN THE MLM BUSINESS IN THE PROPER SIG OPENS DOORS FOR THESE TYPES OF OPERATIONS. BLATANT ADVERTISING DOES NOT.**

In the past, Prodigy has been a haven for small-business people recruiting new clients and getting the word out on their service or product. Prodigy is very quick to jump on folks who do this in ways which violate their "terms of agreement." However, I met a woman selling ladies clothing through the home party plan who gained twenty-five new representatives. Talking about successful methods of expanding in the MLM business in the proper SIG opens doors for these types of operations. Blatant advertising does not.

The Local BBS

BBSes (electronic bulletin boards) have been around for years and, for the general public, up until the recent Internet frenzy, were probably the most popular use of modems. Currently BBSes and information systems serve the greater populace with onramps to the Information Super Highway, but that is another subject.

BBSes differ both in their clientele and in the software they run. You have to get to know how to use the different offerings before you can begin to effectively use them as a networking tool.

On a side note, one BBS in the SoCal region,

Online Networking Opportunities *continued...*

Annex, has just opened a very friendly option to area entrepreneurs. It can best be described as a forum section, in which business people are encouraged to talk about their product. There's a chatting area, a place to upload the latest product information, and a message area. Additionally, if you desire, the sysops will take your orders using their already established merchant credit card system for a small fee. Annex also offers features for users on both a DOS side and Windows environment with most all Internet features. For more info, their voice number is 1-800-Go-Annex. That number is good in both Northern and Southern California. Also, telnet: *bbs.annex.com*. They offer low subscription rates for telnet users.

Get friendly with the staff, even when BBSes favor entrepreneurs. This opportunity arises on your initial sign on, especially if the system has a voice verify policy.

Learn the rules of the game in each BBS' circle before jumping in. Also realize the benefits of joining only telnetable BBSes outside of your local region; otherwise, you will be eaten alive by phone bills.

Scan The Boards

In the evening, hang out to find out what most of a board's users are doing. If they are all playing games or constantly on the net, your chances of getting to know them or bringing up business is probably slight. Most BBSes have demo account status where you get to try it free for a few days. This is the time to check out who is doing what.

Additionally, check out the board's listings in local computer magazines, and you'll find out what they emphasize in their service. Some will let you know before logging on in if business is a part of their agenda. There are boards scattered throughout the country whose main focus is small business.

After checking out teleconferences and chatting, the next thing to do is find the section which houses forums and SIGs. You should be looking for both the topics offered as well as the member usage. All SIG areas have an option where you can list what's available. Read across and you will see who the group's monitor is, as well as how many messages and/or files are currently in this area. If you don't see any indication of heavy usage, this may be another indication this board is of little networking use.

Also check out whether or not a BBS is a member of one of the many "net mail" runs which populate the country's boards. This is a mass mail group of SIGS. In other words, post in these SIGs and the message goes out to several hundred or thousands of bbses around the country. This became popular before the large online world got tuned in to Usenet and the Internet mailing lists, but it can still be a vital way to get your message out.

Again, the key is to chat about your line of business or business in general. Do not send direct solicitation over this medium. Try to find out, if and when an interested correspondent writes back, if he/she can be reached through a

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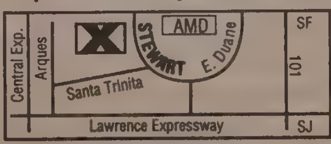

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Misuse of one of these mail runs will not only get you, as the writer, in trouble, but also threaten the sysop's feed to this mail run. However, do not neglect this as a medium to open other potential doors. Once you get a conversation going, you can pull the other person into private email.

Also, keeping in touch with others in your field can lead to subcontracted work. In many cases, this may be work and money earned through a source with whom the only contact you will ever have is through your modem. It is also a way for those home bound users to reach out and supplement their income.

Creating intelligent posts to broaden your visibility requires good writing skills and the ability to keep on top of what's going in your professional world. That's the way to make sure you stand out and shine and bring in new people. Talk a good song often enough about what's happening in the business world, and new business will seek you out.

Some boards offer opportunities to use either members' location or special interest for mass mail opportunities. Some boards offer databases compiled of members' interests. Read the forums and note others with interesting posts. Respond and start a private chat.

Online Services

Most of the online audience has tried one of the information services at one time or another. During the past few years, as the competition has heated up, the introductory giveaways have drawn even the budget-cautious user into this market niche. These services offer many opportunities for the small business person to network.

Prodigy, AOL, GEnie, Microsoft Network and CompuServe offer a variety of potentially valuable information and networking opportunities not found on BBSes. These include sections for classified ads (although some BBSes offer this on a small scale)—ads usually have a price other than line time it costs for you to compose one. This can be done offline in most cases if preferred.

Let's take a closer look at other areas you should visit once you've established an account and familiarized yourself with the service.

Membership and Professional Directories: All of these services urge users to sign up in their membership directories. This gives them an opportunity to brag about their numbers. More importantly, from the users' side, it opens doors for others to contact you. It is also a method you can use, depending on the service, to browse for other users in your geographic territory. This can be used as a tool to write mass mail with a "hello neighbor" note. I have done this on several services, and it's led to work and initiations of numerous potential friendships and business alliances. A friendship/low-keyed alliance can turn into a business opportunity down the road.

LEARN THE RULES OF THE GAME IN EACH BBS' CIRCLE BEFORE JUMPING IN. ALSO REALIZE THE BENEFITS OF JOINING ONLY TELNETABLE BBSES OUTSIDE OF YOUR LOCAL REGION; OTHERWISE, YOU WILL BE EATEN ALIVE BY PHONE BILLS.

Mass email is frowned upon by services if they think you are using the technique to dump junk email into users' boxes. So, before jumping into the operation, read the rules applying to the game. Also you can hedge your note, either in the header, or the first line, with "this is just a friendly hello."

Besides member directories, there are many opportunities to register with your professional background and expertise in forums or SIGS. Here, other members seeking help or collaborators can look up names for contacts. For example, on CompuServe there are forums for both public relations people and journalists. Frequently, other professionals needing workers post in these forums. They also use the directories attached to these areas to seek workers.

Ed Paxton, a marketing professional in Virginia, relayed to me several years back he was in need of a translator. Someone on the net told him about a woman who hosted a private mailing list of qualified individuals. She worked out of a CompuServe forum for translators. The need was forwarded and several contractors were suggested. The work was done in a professional manner and nobody ever met in person. Dollars were earned and everybody came away happy.

Forums/SIGs: When first joining one of the services, do your homework and go through all of either the key words or listings available for forums and SIGS. Make sure that you don't miss any opportunities for logging in information about your professional background. If you are, for instance, a marketing consultant, you should look for all SIGS which have to do with small business and entrepreneurs as well. Also upload a resume or small bio about your background. Cross-post your professional information in as many appropriate forums as possible.

Forums or SIGS exist on a much larger scale in the information systems than on BBSes. In the case of AOL and CompuServe, scheduled conferences in the forum areas are sometimes the biggest drawing card the systems have. There are regularly scheduled lectures/seminars for big names in various industries. These events keep lines humming with activity.

All that aside, you have some unique opportunities to hear first hand some interesting information that would otherwise require outside researching. With regard to writers' opportunities, I have attended some interesting conferences given by well-known authors on AOL and GEnie. Additionally, the conference rooms are always open. Sometimes during the day, folks drop in just for a chat. One time I dropped into a room on AOL in the middle of the day. Tom Clancy was taking a break from working on his latest novel and decided to spend some time chatting.

Once you stop into a forum, most require you

continued on page 276

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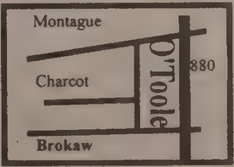

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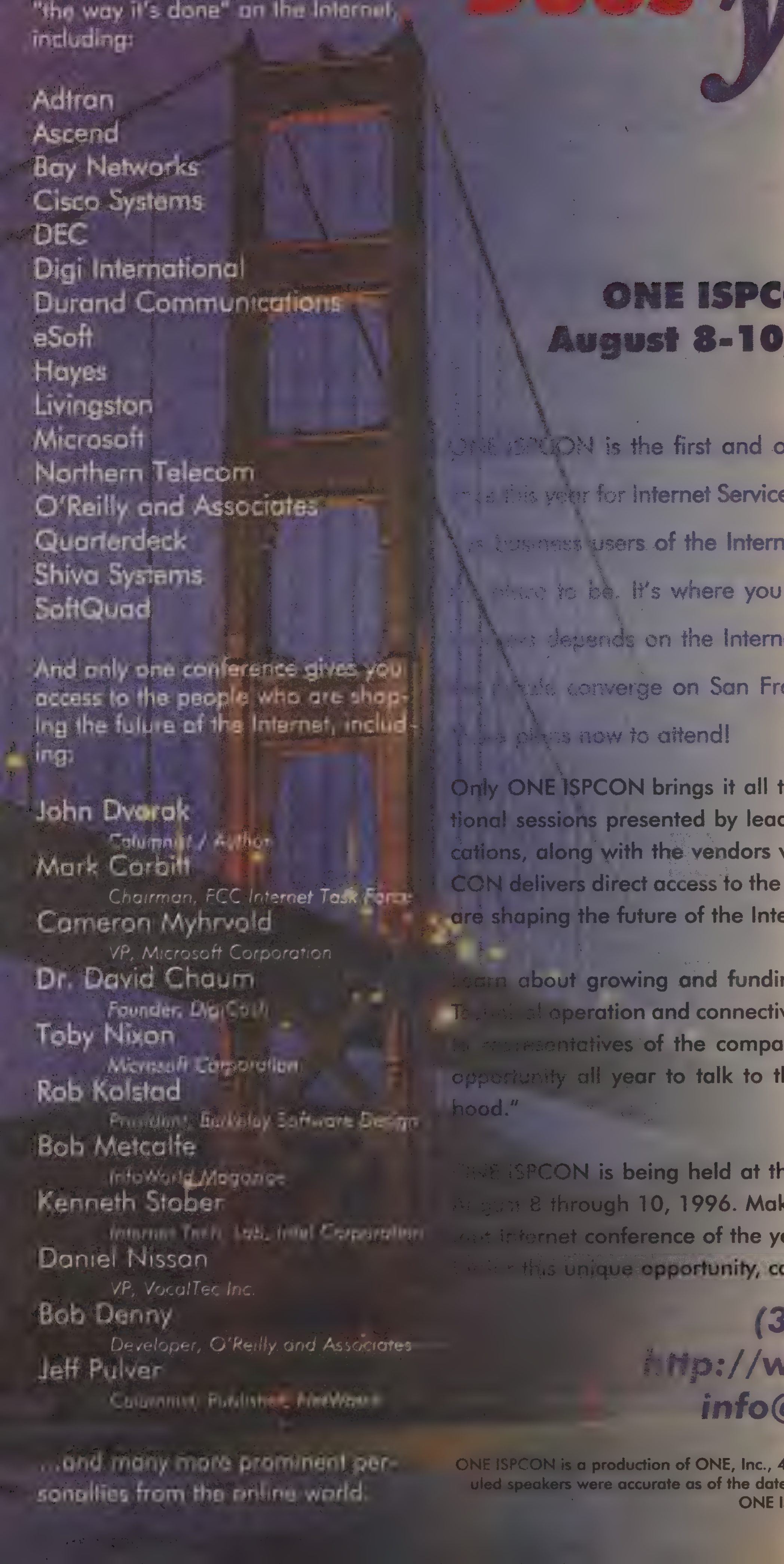

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American Photo Syndicate *http://www.american-photo.com/* Thousands of free GIF photos ready to paste into your home pages. [Exp. #154.]

Blue Planet *http://www.blue-planet.com* Your source for quality storage solutions, including CD-ROM, optical, hard drives, and laptop drives. [Exp. #155.]

C-Dilla, Ltd. *http://www.c-dilla.co.uk/* C-Dilla specializes in encryption, access control, and compression software for electronics publishers. [Exp. #154.]

CD Warehouse *http://www.ecn.com/cd_warehouse* Thousands of titles: entertainment, reference, education, desktop, and more. Low prices and weekly specials. [Exp. #155.]

CD-Media *http://www.cd-media.com/* Experienced Web page development and more. [Exp. #154.]

ClickBook.com *http://www.clickbook.com* Download free Internet printing software for making double-sided booklets and brochures. [Exp. #155.]

CompuShare, Etc. *http://www.wp.com/cshare* Wholesale computer accessories and peripherals. [Exp. #154.]

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Giken Shoji International *http://www.giken.com/* GSI helps companies access the Japenese market. It provides localization, translation, packaging, and distribution of software through its sales network. [Exp. #154.]

Hinh Tran Consulting Services *http://www.netcom.com/~hinh* Free technical support by emails. Consulting at very reasonable fees. [Exp. #153.]

HiT Software *http://www.hit.com/* Offers a 16/32-bit ODBC driver to access databases on an IBM AS400. [Exp. #153.]

HiTek Solutions, Computer Education Centers *http://www.hiteksolution.com/hiteksolution/* Novell and Microsoft certification training providers. (714)474-8270. [Exp. #155.]

IDWares *http://www.idwares.com* Provides complete software turnkey duplication services. All types of disk media and CD-ROM duplication. [Exp. #153.]

Input Automation *http://www.inputauto.com/barcode/* Your barcode headquarters—scanners, portables, printers, and tracking software. [Exp. #155.]

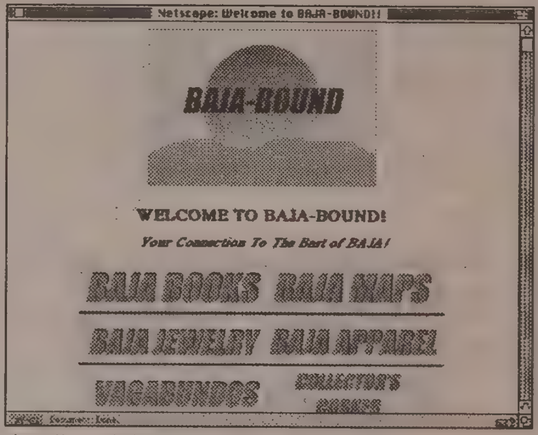
Intercare Diagnostics, Inc. *http://intercare.com/* An FDA-registered multimedia biomedical and biofeedback software manufacturing company. [Exp. #153.]

International Pacific Trading Company *http://www.iptc.com* IPTC sells programs that chart candlestick patterns giving buy/sell signals for investors and traders. [Exp. #153.]

JDC's House Of CD-ROM *http://www.houseorom.com/houseorom/* Your friendly source for new and used titles. Great selection and low prices. [Exp. #154.]

Leapfrog Lab *http://www.leapfroglab.com/* Leapfrog Labs' online catalog offers high quality products from Everex and other vendors at guaranteed low prices. [Exp. #154.]

MacList *http://www.public-access.org/maclist/* MacList features lots of Macintosh information. [Exp. #154.]



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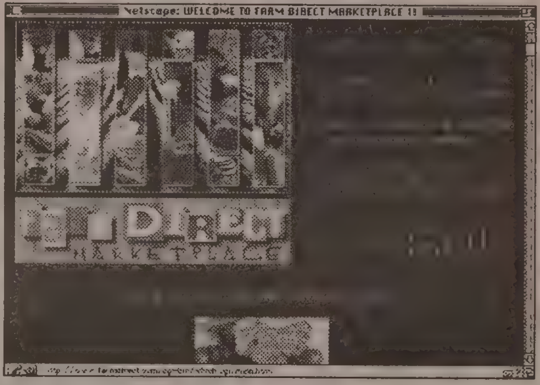

http://www.farmdirect.com/

Maxsoft-Ocron *http://www.maxsoft-ocron.com* Most accurate OCR engine, award-winning Recore 5.0. [Exp. #154.]

Meridian Electronic *http://turnpike.net/emporium/C/CAPNET/merdian.thm* A multimedia electronic documenting publishing and processing company. [Exp. #153.]

MicroAge InfoSystem Services *http://www.microagenynj.com* [Exp. #155.]

NewSoft, Inc. *http://www.tophat.com* Download lite version of Presto! OCR software. Easiest way to scan, file, and retrieve documents. [Exp. #154.]

nFX Corp. *http://www.nfx.com* Whether you are looking for an insanely great job with a cool company or just want to waste time creating cartoons, check out the nFX Web site. [Exp. #154.]

Onsale *http://www.onsale.com* An interactive auction house on the Web specializing in refurbished and closeout computers and electronics from major manufacturers. [Exp. #154.]

Pacific Data Group *http://www.pacdatagrp.com* Pacific Data Group represents most of the popular color printer, scanner, and laser printer manufacturers. [Exp. #155.]

Plasmon Data, Inc. *http://www.plasmon.com* Manufactures and sells the widest range of optical jukeboxes, drives, and media on the market. [Exp. #154.]

Princeton Graphics Systems *http://www.prgr.com* Princeton Graphics is a leading supplier of high resolution color monitors. This site contains manuals, tips, warranty cards, and product information. [Exp. #155.]

Simplified Computer Systems & Training *http://www.simcom.com/simcom* Based in Upland, CA, providing cost effective computer systems, efficient service, and quality training. [Exp. #155.]

Software Outlet *http://www.softwareoutlet.com* A mail order company specializing in low-cost software. Call 1-800-230-SOFT for a free catalog. [Exp. #155.]

Supercom *http://www.t1net.com/Supercom/* Product information to be available soon. Look for weekly specials. Listing of latest drivers for immediate downloading. [Exp. #154.]

TLC—Tech Logic Computers *http://www.theprobe.com/sub_pag/techlogi.html* Providing support, service, and sales (hardware and software). Excellent memory and CPU prices! [Exp. #154.]

Wandering Italy *http://www.spottedantelope.com/wander.thm* The new Web site for Spotted Antelope Multimedia incorporates audio, video, and VRML content on one page. [Exp. #154.]

World Language Center *http://www.translanguage.com* Translators, dictionaries, fonts, tutorials. Over 30 foreign languages. Free demos. [Exp. #155.]

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Car-Stuff *http://www.car-stuff.com/* Visit any of 1,000 great automotive Internet sites. Just go to Car-Stuff to select the places you want to visit from a long list of car sites. [Exp. #155.]

Coastside Networking *http://www.coastnetwork.com* Distributor of internetworking hardware for LANs/WANs: access servers, modems, routers, ISDN, DSUs/CSUs, channel banks. [Exp. #153.]

The Commercial-Directory *http://www.commercial-directory.com/* Ideal for small-sized businesses, The Commercial-Directory offers high-quality Web page design for 1MB of space at $40 set-up plus $10/mo. [Exp. #153.]

CompuNet Solutions *http://www.usasite.com* CompuNet Solutios offers Web hosting, page design, LAN connections for professionals and the business community. [Exp. #154.]

Cuenet Interactive Internet Email Solutions *http://www.cuenet.com* Providing professionally managed listservers, email-based file servers, email autoresponders, WWW development, and custom applications. [Exp. #155.]

CyberCityMall *http://cybercitymall.com* Affordable Web page provider. Web page hosting, $5 or less per month. [Exp. #154.]

D&B's Web Page Creation Station *http://www.nauticom.net/www/chewy/1.htm* [Exp. #155.]

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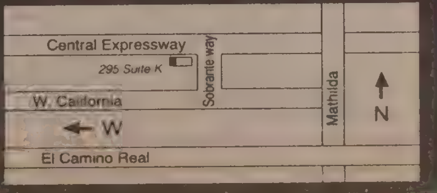

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Human Dimensions *http://www.krizia.com/hd* Magazine-style articles on creating a quality Web site design and user interface concepts. [Exp. #153.]

InfoManage International *http://infomanage.com/services/* Professional Web hosting services offering RealAudio, order forms, FTP control, interactive pages, secure transactions, and more. [Exp. #153.]

InfoMrt *http://www.InfoMrt.com* Yellow pages of the 21st century. Low-cost, high-quality Web page desigh and hosting. [Exp. #155.]

iTropolis *http://www.itropolis.com/* Web design and hosting. Put your business on the Web for as little as $25/mo. plus set-up fee. [Exp. #153.]

Kepnet *http://www.kepnet.com/top.htm* Kepnet is a new ISP especially for small businesses and organizations. [Exp. #154.]

KTB Internet Online *http://www.ktb.net/* Affordable Internet services, Web site, Web page design. Server co-locations and dial-up services. [Exp. #153.]

Magic Dragon Multimedia *http://www.magicdragon.com/* Commerical Web site development for as little as $250. Also, CD-ROM content and development. [Exp. #154.]

NetQuest *http://www.netquest.com/* High-quality, low-cost Internet access provider. [Exp. #154.]

NORCAL *http://www.adpages.com/norcal/* A commercial Web site that creates "storefront" home pages for businesses where they can advertise their products and services. [Exp. #154.]

ONE ISPCON *http://www.ispcon* Information on exhibitors, speakers, and sessions for August 1996 ONE ISPCON, the trade show especially for ISPs.

P-Net *http://www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #155.]

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Postcards On The Web *http://home.earthlink.net/~pstcrds/* An inexpensive way for hi-tech companies to showcase their products and services on the Internet. No home page or email address required. [Exp. #155.]

Primenet Services For The Internet *http://www.primenet.com/* Offers fast ATM access, creative Web site design, and a full range of network services. [Exp. #154.]

Prism BBS *http://www.prism.com/* Full Internet services with local numbers for all Southern CA. Fast internet email, SLIP/PPP, ISDN, and Web services. [Exp. #155.]

Professional Web Site Design And Development *http://www.globaldomain.com* Global Domain creates Web sites for businesses, and offers complete Internet solutions. [Exp. #155.]

Rick Terry Computer Services *http://www.rtcs.com/* Internet advertising and discount services. Web page authoring, photos to disk, and graphic service. [Exp. #153.]

Special Interest Video Marketplace *http://www.well.com/~siv* Web pages, $90 for two years. Independent video industry only. [Exp. #154.]

Station 1 WWW Services *http://www.station1.com* Content development, Web hosting, Internet programming and consulting. [Exp. #153.]

Strada Internet Services, Inc. *http://www.blacktop.com/* A premier provider of integrated Internet services and solutions for business. [Exp. #153.]

SuccessNet *http://www.successnet.net* An ISP specializing in delivering the Internet and WWW to individuals, businesses, and educational institutions. [Exp. #155.]

SureNet Corporation *http://www.sure.net* Fast, direct, and reliable Internet access to individuals, small businesses, and corporations. Features the most current sports, business, chat, and entertainment links. [Exp. #155.]

Synergy Productions *http://www.synprod.com* Web site creation and marketing, 3-D amination, tradeshow presentations, interactive CD-ROMs, and demo disks. [Exp. #154.]

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What's New On The Internet *http://emap.com/whatsnew* A continuously updated listing of the world's new WWW sites. [Exp. #154.]

Wonderwidgets *http://www.wwi.com* Full service ISP based in Redondo Beach, serving the South Bay Area. We are inexpensive and very experienced. [Exp. #154.]

SERVICES & PRODUCTS FOR SALE

123 Click And Save Online Coupons *http://www.best.com/~reptiman/cns/sheets.htm* Online coupons from local Southern California merchants (restaurants and services). [Exp. #154.]

Armchair World *http://www.armchair.com* A metaphor for exploration on the Internet. Travel, touring, cuisine, personal growth, history, and futurism. [Exp. #155.]

Aromatix Promotional *http://pacificnet.net/~aromatix* Aromatix offers a variety of services, concepts, and accessories. Natural, recycled, and promotional products. [Exp. #154.]

Asian Business Web Page *http://www.asianbusiness.com/* Yellow Pages for Asian market on the Web—bilingual ads, resources, buyers, information, and more. [Exp. #153.]

Biomedics Health Products *http://www.loop.com/~andmark1/biometics.htm* Health products and business opportunities. [Exp. #155.]

Bob Russ Plumbing and Heating *http://www.fyi.net/~rruss* [Exp. #155.]

Broadcast Exchange, Inc. *http://www.broadcastexchange.com/* Online marketplace for buyers and sellers of pre-owned broadcast video equipment. Free online registration, free listings. [Exp. #154.]

Call Cost Comparison *http://www.callcost.com* A free long distance rate analysis which helps American consumers avoid overpaying millions of dollars yearly for their telephone calls. [Exp. #155.]

Capnet Gateway Online Services *http://capnet.com/* An information management company that specializes in healthcare and humanity. [Exp. #153.]

Citiboy Auto Accessories *http://www.citiboy.com/citiboy/* Wide selections of auto accessories: rims, hub caps, spoilers, and more. Online catalog. [Exp. #153.]

Designers Direct *http://www.designersdirect.com* Incomparable values in stylish casual clothes: Levi's, Calvin Klein, Guess; jeans, jean jackets, shirts, and more. [Exp. #153.]

Easy Budget Motion Picture Software *http://www.intalt.com/gogo/easybudget/* Budgeting feature films (or other films) is easy. Information about agents for screenplays too. [Exp. #155.]

English Classic Cars *http://englishcars.com* Fifteen pages about English classic cars. We restore, sell, and buy them in Venice Beach, California. [Exp. #155.]

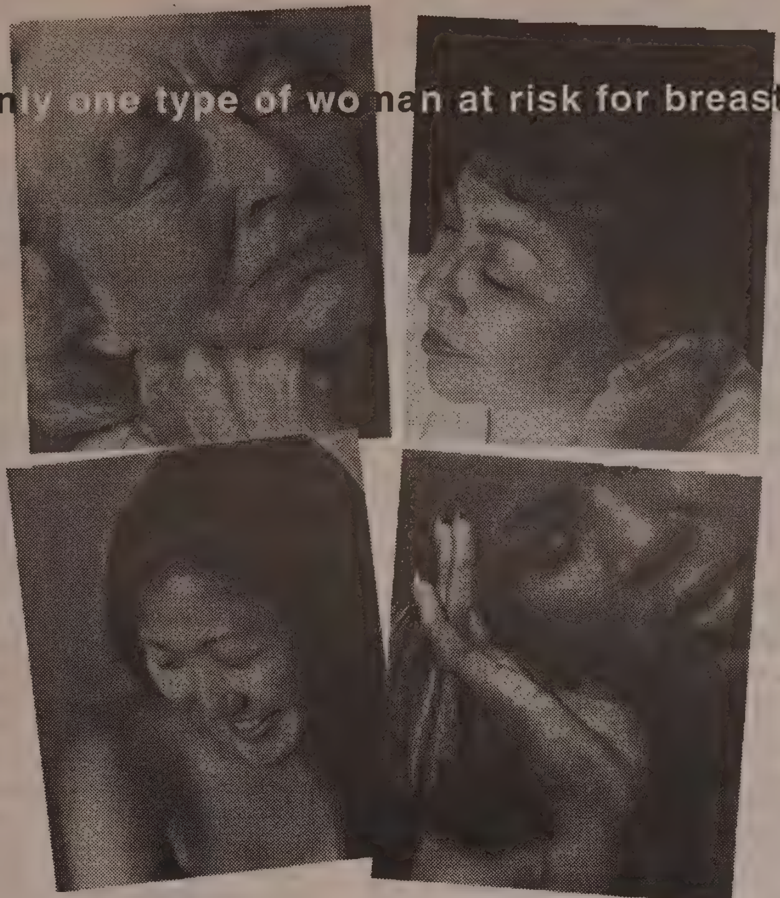
Farm Direct Marketplace *http://www.farmdirect.com/* Web-based shopping site run by real farmers showcasing fresh produce and specialty foods for over thirty growers and vendors across America. [Exp. #155.]

Fighting Chance *http://www.fightingchance.com* Fighting Chance—the New Car Buyer's Negotiating Bible is an informative analysis service providing money-saving advice and data to new car buyers and leasers. [Exp. #153.]

Forever Living Products *http://bonnevie.com/* Product and ordering information. [Exp. #154.]

Green For Jeans *http://www.green4jeans.com/* One of the largest dealers in used jeans in the US. [Exp. #154.]

Holophonics *http://www.holophonics.com* Unique and realistic 3-D sound technology. New 3-D CDs now available. [Exp. #154.]



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- 17" S-VGA 17SE1 OEM, .25DPI: $885.
  (1600X1280, MULTISCAN, 100HZ)
- 20" S-VGA 20SE OEM, .25 DPI $1649.
  (1600X1280, MULTISCAN, 100HZ)
- 17" S-VGA SONY 17SFII,.25DPI: $779.
  (1280X1024, MULTISCAN, 76HZ)
- 17" S-VGA SONY 17SE, .25DPI:$1095.
  (1600X1280, MULTISCAN, 100HZ)

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- PHOTOSHOP V.3.05 FOR WIN/MAC:$345.
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- ILLUSTRATOR FOR WIN 4.2/MAC6.0:$295.
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- Micorosft® WIN.NT SERVER v. 3.51: $599.
- Micorosft® OFFICE PRO'95 , B.S. : $295.

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- SUPRA 28.8K PnP DATA FAX/MODEM
- PCI EIDE CONTROLLER CARD
- 2 SERIAL, PARALLEL, GAME PORTS
- 104 KEYTRONIC ENHANCED KEYBOARD
- 14" IMPRESSION 3 S-VGA
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Web Page Listings *continued...*

Image Garden Productions *http://linex.com/~baba/ImageGardenHomePage.html* Video and film production company featuring the Emmy Award-winning "Classic Stories for Children." [Exp. #155.]

Increase Your Profits *http://www.aqs1.com* Does your business need the perfect promotion? We'll make your customer/client relations skyrocket. [Exp. #155.]

Longevity Network *http://longevitynetwork.com/* Learn how to acheive financial prosperity and live a longer, healthier life. Referred ID#3702. [Exp. #153.]

Mind Logic *http://www.best.com/~jdulany* Video gear. [Exp. #155.]

Noriega Furniture *http://www.sirius.com/~noriega* The highest quality traditional furniture at discount pricing. Furnishing Bay Area homes for nearly fifty years. [Exp. #153.]

PeeWee's Pizza *http://www.kepnet.com/peewees/* Pee Wee's pizza in Sunnyvale is one of the oldest pizza parlors serving satisfied customers since 1956. [Exp. #154.]

Posie Peddler Florist *http://home.earthlink.net/~samson/posie.htm* Specialty roses, fruit and gourmet baskets, balloons, tropicals, exotics, worldwide delivery. Charge by phone. [Exp. #154.]

R.D. Burns *http://www.RDBurns.com* Mail order gifts, jewelry, computer software and more. [Exp. #155.]

The Registry *http://www.alnet.com/registry* The connoisseur's showcase mall. [Exp. #155.]

Robert Keenan Winery *http://www.keenanwinery.com* Real tastings at the Winery are still encouraged, but if you can't visit, you can order wine at the Web site and learn the history of the winery and winemaking. [Exp. #154.]

Salon Selectives *http://www.yoursalon.com* Obtain styling how-to's for your individual hair type, as well as personalized hair care advice from professional New York stylists. [Exp. #155.]

Share The Wealth *http://www.congigen.com/f/fci.cgi?do0861559* Business opportunities—earn $1000s monthly. No investment, no inventories, no selling. [Exp. #154.]

Student Market *http://www.studentmkt.com* Allows college students to buy and sell textbooks online. It's fast, easy and free. [Exp. #153.]

Sunshine International *http://sunshine-girls.com/* Asian women desire romance, marriage. World's largest correspondence service since 1984. Free photo-brochure. [Exp. #153.]

TenLab Electronic Video Labratory *http://www.tenlab.com* Homepage of TenLab, which manufactures digital video converters, and worldwide-ready big screen TVs. [Exp. #155.]

Thomas Musical Instruments *http://www.cuenet.com/tmi* Complete brass and wind musical instrument services. Sales of new and used instruments. Expert repair and restoration. [Exp. #155.]

We Clean America *http://www.loop.com/~wca/* Southern California home cleaning maid service. [Exp. #154.]

FINANCIAL/REAL ESTATE SERVICES

Apex Business Services Home Page *http://www.netcom.com/~apexagi/apexhome.thml* Business consulting, planning, online Finance and Tax Advisor newsletter, IRS tips, and directory of free resources for businesses and individuals. [Exp. #155.]

Bay Area Real Estate Network *http://www.homefinder.com* Every home and condo in Alameda and Contra Costa, updated daily. No registration required. [Exp. #155.]

Baynet Real Estate *http://www.baynet.com/* Find listings of new and resale homes throughout California. [Exp. #154.]

California Secured Home Loans *http://www.apc.net/califsec* Thinking about purchasing, refinancing, consolidating your bills? Lets us help you. [Exp. #155.]

Credit Card Merchant Account Establishment *http://ourworld.compuserve.com/homepages/GAD* Accept all major credit cards for your company. Business to business mail and telephone orders. [Exp. #153.]

Five Paces, Inc. *http://www.fivepaces.com* Five Paces, a turnkey Internet banking solution company, will offer insurance products to their Internet banking customers via the Web. [Exp. #153.]

Homes For Sale On The Internet *http://www.he.net/~bsonder/homes.html* Listings for homes in eight US states, two Canadian provinces, and the United Kingdom. Photos, square footage, detailed stats, prices, and more. [Exp. #155.]

HomeScout *http://homescout.com/* Lets home buyers search 215,000 listings from 85 Real Estate databases—the largest concentration of listings on the Internet. [Exp. #153.]

Lamaute Capital, Inc. *http://www.investez.com* Changing, leaving, or losing a job? Answers for saving your 401K Retirement rollover. [Exp. #154.]

Propertyline Commercial Real Estate *http://www.propertyline.com/* Commercial and investment real estate for sale or lease in the western US. [Exp. #154.]

Real Estate Communications *http://www.re.com* Technology consultants to the Real Estate industry. [Exp. #153.]

WWW.MAGNET *http://www.azc.com/client/enn2/magnet.htm* A source of funding information for entrepreneurs and nonprofits looking for funding, and foundations and investors seeking projects. [Exp. #155.]

LEGAL SERVICES

Alternative Legal Solutions *http://www.northstargroup.com/altlegal* Certified paralegals qualified in assisting individuals and businesses with basic legal and consumer-related issues. [Exp. #154.]

Association for California Tort Reform *http://www.actr.com/actr/* Dedicated to restoring fairness, balance, predictability, and efficiency to the state's liability system. [Exp. #153.]

Corporation Services Of America *http://www.northstargroup.com/corpserv* Any one person can start and run a Nevada corporation from anyplace in the World. [Exp. #154.]

Divorce Helpline *http://www.divorcehelp.com* Tools to keep you out of court and out of conflict: articles, advice, books, worksheets, and links. [Exp. #153.]

John R Kahn's Home Page *http://www.csra.net/ragnog/rm119.html* Attorney handling Computer law, Bankruptcy law, Real Estate law, and transactional matters in San Jose, CA [Exp. #154.]

Law Offices Of Paul M. Heller *http://www.greencrd.com* Specializes in obtaining temporary work permits and green cards based on job offers. [Exp. #154.]

WWW Law Firm Directory *http://pages.prodigy.com/CA/rawb/lawdir.html* Catalogs US attorney email and Web addresses. Free service for attorneys and consumers. [Exp. #154.]

EMPLOYMENT/ EDUCATION

IntelliSource Computer Careers, Ltd. *http://www.intellisource.com/* Constantly updated career openings for software engineering and information professionals in Southern California. [Exp. #154.]

Internet Mentor Project *http://207.0.45.201/~mentor* Learn how to use the Internet, link to self-guided tours, hotlists, instruction manuals, and other resources. [Exp. #154.]

Job Network *http://www.conquest-prod.com/resume.html* Post your resume to the Internet community, search our resume databanks and job announcements. Free. [Exp. #153.]

The Personal English Company *http://www.magicdragon.com/PersonalEnglish/* ESL, pronunciation, business English, seminars. [Exp. #154.]

Silicon Valley Jobs *http://www.sjmercury.com/* Mercury Center, the center of Silicon Valley. Online jobs database, free resume posting, career info. [Exp. #154.]

Solutions, Inc. *http://tuscon.com/in_focus/solution.html* Career, job, employment, and counselors. Specialists in getting you the job you deserve. [Exp. #154.]

TechsOC *http://www.earthlink.net/~TechsOC* A nationwide databank of former utility workers seeking short/long term job assignments. [Exp. #154.]

USTF California Taekwon-Do *http://aristosoft.com/jue/jues.htm* For the original form of Taekwon-Do and the location of the nearest school. [Exp. #154.]

ORGANIZATIONS/ PUBLICATIONS

Achievers *http://www.earthlink.net/~Achievers* A new newsletter for home-based entreprenuers featuring subscribers success stories on how they built their businesses. [Exp. #154.]

Adoption Resources *http://www.adopting.org* Adoption information, resource and support site, attorney sites, books, cards, articles, humor, search groups, and support forum. [Exp. #155.]

Advanced Galactic Astrology *http://www.starcenter.com/* StarCenter provides serious, validated information to help you achieve your prime goals. [Exp. #153.]

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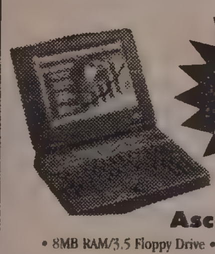

DX4-100 10.4" Active Color 8/500HD $1299

Ascentia™ 910/950N

• 8MB RAM/3.5 Floppy Drive • Integrated Pointing Device • 2 PCMCIA Type II Slots or 1 Type III • Lithium Ion Battery/plug & play (910/950N) • Intelligent Power Management smart point mouse

Processor	Screen	HD	Price
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486DX4/75	10.4 Dual Scan	510MB	$1299
486DX4/75	10.4 Active Clr	720MB	$1499
PENTIUM 75(sound)	10.4 Dual Scan(800*600)	510MB	$1499
PENTIUM 75(sound)	10.4 Active Clr(640*480)	500MB	$1599
PENTIUM 90(sound)	10.4 Active Clr(800*600)	1.2GB	$1999

Ascentia 810N

• 4MB RAM • 3.5" floppy drive • 2 PCMCIA Type II Slots or 1 Type III

Processor	Screen	HD	Price
486dx2/66	10.3 Dual Scan	340MB	$899

Power Exec

• 4MB RAM • 3.5" Floppy Drive • 2 PCMCIA Type II Slots or 1 Type III

Processor	Screen	HD	Price
486sl/dx25	9.5 Mono	120MB	$699
486sl/dx25	9.5 Active Clr	200MB	$799
386sl/25	9.5 Passive	120MB	$599

Advantage NB

3.5" floppy drive Integrated Pointing Device Fax/Modem no PCMCIA

Processor	Screen	HD	Price
486SX/33	9.5" Mono	120HD	$649
DX4/100	10.4" Active Clr	500HD	$1299

DX4-100 8/500 $1199

DX4-75 8/500 $1099

DX2-50 Dual Scan 4/200 $699

DX2-50 8/340 $999

DX2-50 Mono 4/200 $599

Zenith Active Color Notebook

- 486 CPU
- IDE Hard Drive
- PCMCIA Slots
- Battery & Adapter
- 8MB RAM
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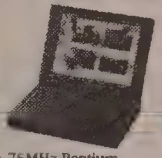
- Serial, Parallel, VGA, PS/2 Ports

Zenith Multimedia Notebooks



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- 8MB RAM
- 810 IDE Hard Drive
- Sound Card, Speakers & Microphone
- 1.44 Floppy Drive
- 3 PCMCIA Slots
- Serial, Parallel, VGA, PS/2 Ports
- Touchpad
- Battery & Adapter

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AST 824 PENTIUM 133 16/1.6GB/6X CD/28.8 $1399

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- Quiken
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- 28.8 Fax/Modem w/Voice/Telephone
- 3.5 Floppy Drive
- 64 Bit Video
- 16 Bit Audio/Mic/Speakers MPEG
- AST Keyboard

Processor	CD	RAM/HD	PRICE
Pentium-100 (822)	6X CD	16/1.2GB	$1199
Pentium-133 (824)	6X CD	16/1.6GB	$1399
Pentium-150 (628)	6X CD	16/1.6GB	$1499
Pentium 166 (828)	6X CDX3	16/2.1GB	$1799

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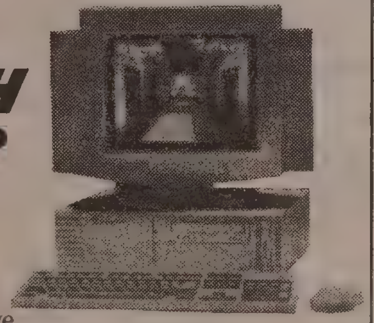
- 3.5 Floppy Drive
- AST Keyboard & Mouse
- New w/One Year Warranty

Processor	RAM/HD	PRICE
Pentium-133 (501733)	32/2GB	$1999
Pentium-133 (501733)	16/1.6GB	$1699
Pentium-100 (501522)	32/2GB	$1799

ZENITH DESKTOP



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- 16MB RAM
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- 1MB SVGA Card
- 1.44 Floppy Drive
- 3 ISA Slots, 2 PCI Slots

Monitor Sold Separately

$699

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•US ROBOTICS PCMCIA 14.4 FAX/MODEM	$49
•COMPAQ ELITE NOTEBOOK 486 8/340	$1199
•IBM THINKPAD/AST POWER EXEC AUTO ADAPTER	$49

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6116	POWER PC 60	8/700	2X/15"	$999
5215	POWER PC 75	8/1.0	4X/15"	$1099
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Web Page Listings *continued...*

Air Commando Association *http://www.earthlink.net/~aircommando1/* Organization promotes comradeship among wartime Air Force commandos. Information for aviation buffs and military historians. [Exp. #155.]

American Computer Scientists Association *http://www.acsa2000.net* Information and discussions about how computer technology can help us to make the world a safer, better place to live. [Exp. #155.]

American Dietetic Association *http://www.eatright.org* ADA home page offers to practical food and nutrition information, reading list, information about its publications, and more. [Exp. #154.]

American Educational Guidance Center *http://www.beantown.com/AEGC* Assists students in identifying and obtaining scholarships to attend appropriate colleges and universities. [Exp. #155.]

Arcadia Magazine *http://www.arcadiamag.com* The journal of electronic entertainment and popular culture. Extensive, professional reviews of video games across all platforms, cult films, and Japanese animation. [Exp. #153.]

Business Software Alliance *http://www.bsa.org/* This site has been redesigned to make it easier to access information about the BSA and its activities, as well as to contact BSA member companies. [Exp. #154.]

California Public Utilities Commission *http://www.cpuc.ca.gov/* Information on electric restructuring, telecommunications, calendar, railroad crossing database and safety, consumer updates, and more. [Exp. #154.]

Caltrans, District 4 *http://www.dot.ca.gov/dist4* District 4 covers the SF Bay Area. Information on transportation projects, bridges on the SF Bay, properties for lease, and more. [Exp. #154.]

Center for Democracy and Technology *http://www.crypto.com/safe/* Forum for a national encryption policy that promotes commerce and protects privacy. [Exp. #155.]

Change-Links Progressive Calendar For Southern California *http://www.labridge.com/change-links* A newspaper/calendar for progressive political, cultural, artistic and social events in Southern California. [Exp. #154.]

Community News Project *http://www.mcs.net/~commnews/dnchome.htm* Sources and information for journalists covering the Democratic National Convention. Instant access to hundreds of Chicago sources. [Exp. #155.]

Federal Bulletin Board *http://fedbbs.access.gpo.gov* FBB enables Federal agencies to provide immediate, self-service, electronic access to Government information. [Exp. #154.]

GavenStein Apple User's Group *http://www.crl.com/~mpearce/GSAUG/Apple.html* North Bay Apple II and Mac user group. [Exp. #154.]

Hayden Books *http://www.mcp.com/hayden/* Hayden Books is the publisher of design & graphics, multimedia, Internet/Intranet, and Macintosh books. [Exp. #154.]

Islamic Center Of Sacramento *http://users.aol.com/hineaf/index.htm* Find information on Islam and Muslims. [Exp. #154.]

Kaiser Permanente Of California *http://www.kaiserpermanenteca.org* Information on the Kaiser Permanente healthgroup for members and others who would like to join. [Exp. #154.]

Lavender Pages *http://www.lavenderpages.com/* The Lavendar Pages, a premier business directory for the lesbian, gay, and bisexual community, celebrates the launch of the publication on the Web. [Exp. #153.]

National Center For Employee Ownership *http://www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp. #153.]

O-Hayo Sensei *http://www.ohayosensei.com* The free bi-weekly newsletter of English teaching jobs in Japan. [Exp. #155.]

On Sale Now *http://www.onsalenow.com* An online resource for consumers. Send cyberflowers free, chat, post classifieds. All Free. [Exp. #155.]

Orange County Linux Users Group *http://chaos.fullerton.edu/oc_lug.html* [Exp. #155.]

Orange County NetWare Users Group *http://www.computerquest.com/cns/ocnet/* Web site that lists meeting topics, dates, and membership info. [Exp. #154.]

The Probe *http://www.theprobe.com/* Business to business network publication. Great offers on products and services. [Exp. #154.]

Reader's Corner *http://www.quaker.net/~autopen* Mystery, romance, fantasy—a readers resource site. A pro-woman site and a free monthly email publication. [Exp. #153.]

Sailors Web Page *http://www.well.com/user.rebrooke/SPBOCG/index.html* Home page of the SF Bay Oceanic Crew Group, a sailing club. Has links to tide, weather, USCG, and other sailing-related pages. [Exp. #154.]

San Francisco Personal Computer User Group *http://www.sfpcug.org/~group* Open to all persons interested in solutions to problems related to the use of Intel x86 and compatible computers. [Exp. #154.]

San Gabriel Valley Chiropractic Society *http://home.earthlink.net/~bacdoc/sgvcs.htm* A Southern California branch of the California Chiropractic Association, with information and email addresses of the members. [Exp. #154.]

San Jose—The Capital of Silicon Valley *http://www.best.com/~mentorms/sanjose.htm* [Exp. #153.]

Santa Clara County Sheriff's Office Home Page *http://www.amdahl.com/ext/scc-so/* Santa Clara County Sheriff's Office for online information, FAQ, phone numbers, programs, history, and insignia. [Exp. #154.]

Sequoia High School Alumni Association Online *http://www.belmont.gov/orgs/alumni/* Alumni information for three SF Peninsula high schools: Sequoia, San Carlos, and Ravenswood. [Exp. #154.]

Southeast Trib *http://www.c2.net/~setrib* Online newspaper for the Southeast LA County area, including Norwalk, La Mirada, and Santa Fe Springs areas. [Exp. #154.]

Stanislaus County Web Site *http://cwebpages.com/sites.htm* List of more than 100 sites in Modesto, Turlock, Oakdale, and surrounding area. [Exp. #154.]

SuperKids Educational Software Review *http://www.superkids.com/* A parents and teachers guide to childrens software. [Exp. #153.]

Tic-Tac-Avacado *http://calavo.com* Tustin-based Calavo Growers of California is the world's largest avocado growers cooperative. [Exp. #153.]

VFW Post 1663, Sunnyvale CA *http://www.nichecom.com/~vfw/* Veterns of Foreign Wars of the United States helping veterans through comradeship, patriotism, and community service. [Exp. #153.]

Windows OnLine *http://www.cris.com/wol/* Home of Windows OnLine (BBS), which publishes the WinOnLine Review (online magazine)—commercial and shareware reviews. [Exp. #154.]

WordStar Users' Group *http://www.cuenet.com/cbabbage/wordstar* Fifteen years supporting the entire WordStar family of word processor software. [Exp. #155.]

Youth And Children Net *http://www.azc.com/client/enn2/ycn.html* National Childrens Coalition for parents and children. Resources, hotline, counseling, and more. [Exp. #155.]

ODDS & ENDS

Cosmetic Surgery Information *http://users.aol.com/jdisaia* Information for cosmetic surgery patients. [Exp. #153.]

Get Hip To Hepatitis *http://www.hep-help.com/* Contains user-friendly information on hepatitis A, B, and C, including a chart showing the ways the viral infections are transmitted. [Exp. #155.]

MiNat *http://www.nichecom.com/~minat/* Russian women wishing correspondence with Western men for friendship and marriage. [Exp. #153.]

Summum *http://www.summum.org* The cutting edge of spiritual technology. Evolve yourself. [Exp. #155.]

PERSONAL HOME PAGES

All Women, All Jazz *http://www.batnet.com/jazmin/* Listing women jazz musicians and jazz links in the San Francisco Bay Area. [Exp. #155.]

Angelnet *http://angelnet.com/angelnet* Inspired by Angels and Dolphins, this site has music by Scott Huckabay. Art, poetry, healing, and more. [Exp. #155.]

Another Dimension *http://www.tdl.com/~adele/* Find pen pals, read and post original poetry, post free classified ads. [Exp. #154.]

Another Perspective *http://www.concentric.net/~jcannon/* Columns with a moderate viewpoint on today's politics, politicans, and current news. Lots of links. [Exp. #153.]

B. Dillalogue *http://www.nauticom.net/www/chewy* This is a Boy Scout Web page. [Exp. #155.]

Benaraw's Cuisine *http://www.earthlink.net/~benaraw* Contains short stories with moral lessons about stress. Also quotations and useful links. [Exp. #154.]

Bichon Frise—Live Stuffed Toy *http://www.netcom.com/~jasheehy/bichon.html* The cuddly white dog with the adorable personality. [Exp. #154.]

Chichlid Research Home Page *http://garnet.berkeley.edu:2727* Information on the fish family Chichlidae for hobbyists and scientists [Exp. #153.]

Clayton Cramer's Home Page *http://www.cs.sonoma.edu/~cramerc* Book excerpts and full text of published scholarly and popular articles on history and gun control. [Exp. #154.]

CSEN (Center for the Study of Eurasian Nomads) *http://garnet.berkeley.edu/~jkimball/* Archaeology, anthropology, and ethnogology of ancient and contemporary peoples of Mongolia, western China, and Kazakhstan. [Exp. #154.]

Escape From Cypress High School *http://pages.prodigy.com/CHSnet* Ever wanted revenge on your high school teachers? Now you can with this free game. [Exp. #155.]

Familyville *http://familyville.com* A virtual city, with well-organized links to many other sites. [Exp. #155.]

Glenn's Graphics Gables *http://www.c2.org/~glewis* Jurassic Park memorabilia; utilities for LightWave 3D, 3D Studio, SoftF/X, and RenderMan; and more. [Exp. #155.]

Hands Across The Net *http://users.mwci.net/~sports/hands* Dedicated to the millions of people affected by illness or disease directly or indirectly. Many links dealing with medical and social issues. [Exp. #155.]

Harold Valenzuela's Home Page *http://ourworld.compuserve.com/homepages/haroldo/* General Web surfing page with links to military and local Web sites. [Exp. #154.]

Holocaust & Antisemitism *http://www.igc.apc.org/ddickerson/* Focuses on the Holocaust, antisemitism, and Jewish culture and history. [Exp. #153.]

Images of Polish Synagogues *http://www.igc.apc.org/ddickerson/polish-synagogues.html* A look at five synagogues in Poland. [Exp. #153.]

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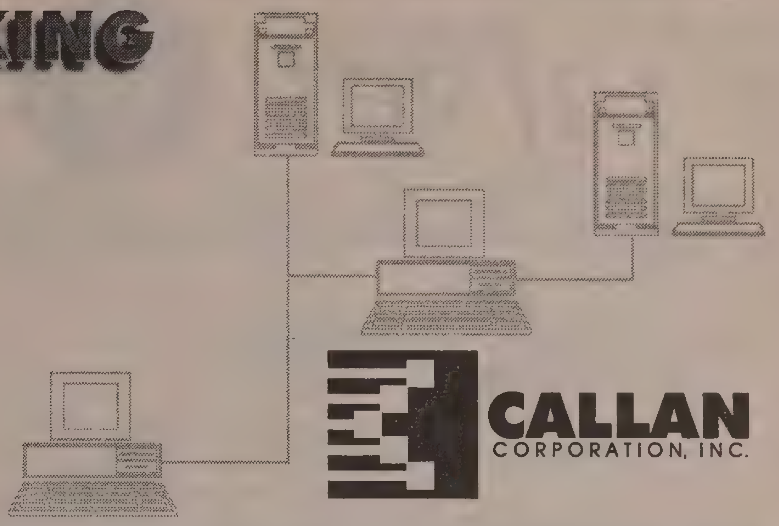

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- 28.8 INTERNAL MODEM
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- DIAMOND STEALTH PCI W/2MB
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- 1.44 MB FLOPPY DRIVE
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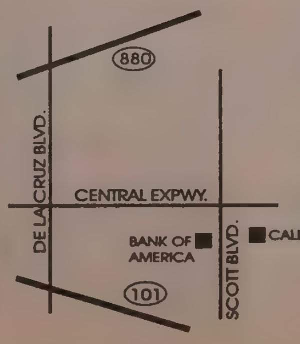

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Web Page Listings *continued...*

Info Unlimited *http://www.netwkcal.com/unlimited* Updates on sports, stocks, soap operas. Also daily horoscope and movie reviews. [Exp. #155.]

JLG Photography Home Page *http://worldview-bbs.com/~jeff* An advice page for prospective brides choosing a wedding photographer. [Exp. #154.]

Joe Lavin's Humor Column *http://www.liberty.com/home/joelavin/* No Star Trek jokes. Just original comedy every Tuesday and Friday. [Exp. #154.]

KK's Page *http://pacx.com/kwong* Travel information and news of Hong Kong. [Exp. #154.]

Klub Kaos *http://www.sonic.net/~unabong/* The alternative Web site. Offbeat links, archives, images. A must see for all Generation X-ers. [Exp. #155.]

KriziaWeb *http://www.krizia.com* Search tools, media, entertainment, and government links on the Web with special attention to traumatic brain injury. [Exp. #153.]

Livermore Police Department *http://www.pd.ci.livermore.ca.us* Crime statistics, wanted persons and vehicles, press releases. [Exp. #155.]

Mis-Magic's House *http://www.primenet.com/~jefflng* Contests, entertainment, info on magic, links, and more. [Exp. #155.]

Onxy Page *http://www.california.com/~onxy* New rock music, sci-fi, ads, and much more. [Exp. #155.]

P. Graves Publishing *http://home.aol.com/money4u97* E-publisher specializing in reports helping students and parents find, save, and earn money for college. [Exp. #155.]

Patrick's Tan *http://www.hooked.net/users/tanabode/* Extensive San Francisco Bay Area links for locals and tourists. The area's hot spot for your enjoyment [Exp. #153.]

Rail Travel *http://www.aho.com/amtrak.html* A personal perspective of rail travel in the US: reviews and photos of accomodations and scenery; info on schedules; lists of books and magazines; and commentary. [Exp. #155.]

Randy's Home *http://home.aol.com/RLNash* Come visit my home. New links as well. [Exp. #154.]

Stu's Home Page *http://www.csulb.edu/~hstewie/* Spiral toward educational advocacy: Biography, resume, educational and professional goals. Web sites for educational administrators. [Exp. #155.]

SumoWeb *http://www-bcf.usc.edu/~tmccarth/sumo/htm* The number one Web source for information and expert commentary on the world of Sumo. [Exp. #153.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and more. [Exp. #154.]

Un-common Site For Fans Of Gene Scott *http://home.earthlink.net/~fan_gene-scott* The PhD who teaches everything from "The ABCs of Faith" to "UFOs in the Bible." [Exp. #155.]

The USA Directory *http://www.usadir.com* Consumer Rating Center, a free forum where citizens can rate their auto mechanic, doctor, plumber, HMO, computer, and more. [Exp. #155.]

Wayne's Spiffy World *http://pacx.com/wayne* Some info about me, lots of links, TV shows, Star Trek, programs, Pooh, Lois & Clark. [Exp. #155.]

The Wide Range *http://home.earthlink.net/~rossgita* The Wide Range from Rossgita Communications. First rate links to music, media, software, and more. [Exp. #154.]

Woodie Cobb Home Page *http://home.earthlink.net/~wildwoodie/* Consultant, technical writer, computer graphic artist looking for work. [Exp. #154.]

ARTS

Bubbe *http://www.bubbe.com* Oral history Web site by Bay Area-based artist Abbe Don. "No soup, just matzo balls." [Exp. #153.]

Cannonball Express *http://www2.best.com/~canonbal/* A video project-in-progress which addresses urban firestorms, fire safety, and environmental issues. [Exp. #154.]

Digital Design & Associates *http://www.digital-design-assoc.com/* See our illustration and design portfolio. See Communique magazine. We do print and multimedia work. [Exp. #153.]

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To list your Web home page for FREE, send us the name of the page/site, the URL (address), and a fifteen-word description. Also, please include a contact name and phone number for our reference only. Listings will run for three issues unless renewed. We reserve the right to select listings on a space-available basis and to edit those listings as needed. Send your listing to: *callen@bammedia.com* ; Web Listings, 3470 Buskirk Ave., Pleasant Hill, CA 94523; or fax to (510)934-3958.

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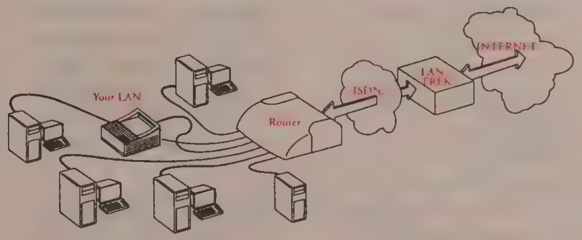

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Web Page Listings *continued...*

Greatest Films Of All Time *http://www.filmsite.org* All the greatest films in movie history, with scenes, quotes. Overviews organized by decade, years, and film genres. [Exp. #155.]

High-Resolution Formula-One Pictures *http://www.zoom.com/mito/* Nothing conveys the intensely powerful and colorful action of Formula 1 better than photography. Library of free high-resolution photos. [Exp. #155.]

Photos By Lucia *http://home.earthlink.net/~Lucia/* Need a creative photographer for your next shoot? Check out the site of this up-and-coming music photographer. [Exp. #155.]

ENTERTAINMENT/ LEISURE

Abbeyrd's Beatles Page *http://www.best.com/~abbeyrd* Celebrating the Beatles, the Byrds, the Beach Boys, and '50s-'60s music in general. [Exp. #155.]

Afronet *http://www.afronet.com* Movie previews, Los Angeles Watts Times, discussion areas, and more. [Exp. #154.]

American Photo Synicate *http://members.aol.com/APSIMAGES/enquirer.htm* Free photos of movie stars and supermodels. Also links to free Web promotion and publicity URL's. [Exp. #153.]

Amigos de Baja's BajaNet Fishing And Information Page *http://www.geocities.com/thetropics/4888/* Complete resource guide to the Baja peninsula. [Exp. #155.]

Baja Bound *http://www.bajabound.com/* This site sells books, maps, charts, apparel, and jewelry on Baja California, Mexico. [Exp. #155.]

Bingo Zone *http://www.bingozone.com* An online bingo game where hundreds of players compete with one another simultaneously. Always free to play. [Exp. #153.]

BluFire Model & Talent Registry *http://www.sapphire.com/blufire/* Fashion models and actors displayed with detailed information. [Exp. #154.]

Bollywood Page Of Avinash *http://www.california.com/~avinash/avinash2.html* Hindi movie reviews and previews, Hindi music reviews, and interviews. [Exp. #155.]

Bryce Rohde Compositions *http://www.worldplaza.com/2a.html* Book of over 65 original jazz compositions plus black and white photography by prominent Australian pianist. [Exp. #155.]

Casbah *http://casbah.dmn.com* The ultimate music source for individuals pursuing release, artist, and music industry interests. [Exp. #153.]

City Kids And Teens *http://www.azc.com/client/enn2/citykids.htm* Thirty seperate local city sites full of information for kids, teens, and parents in each city. Things for kids to do and places to see. [Exp. #155.]

Contests On The Web *http://www.net-quest.com/~denise/contests/* Listings of contests and giveaways on the Web. [Exp. #153.]

Cyberdine *http://cyber-view.com/cyberdine.shtml* Explore many wonderful resturants and become a Cyber-View member to receive discounts at these fine restaurants. [Exp. #154.]

Dee Zaster, Esq. *http://home.earthlink.net/~dzaster/* Oh no! The politically depraved, motor-mouthed, 'bloomer' broad is going WWW crazy. [Exp. #155.]

Digital City *http://www.d-city.com* Information on local content for the Bay Area and Internet searches. [Exp. #155.]

Dodgers Online *http://www.dodgers.com* Offering seventeen areas for fans to explore, including a tour of Dodger Stadium, live video events and interviews, daily game notes, Major League and minor league scores, a Fan's Forum, and more. [Exp. #153.]

Douglas Coupland Web Site *http://www.coupland.com* Author of Generation X and microserfs, Coupland writes about what it means to be human in an age of technology. [Exp. #155.]

East Bay Online *http://www.slip.net/~scmetro/eastbay.htm* All the East Bay's entertainment and clubs, media, sports, community organizations, libraries, museums, sightseeing, job hunting, and more. [Exp. #155.]

Electric Shorts Online Doom Mini Page *http://users.aol.com/elecshorts* Doom wads, 3-D gaming links, and demos. [Exp. #153.]

Enchanter Enterprises *http://ourworld.compuserve.com/homepages/Enchanter_Enterprises/* Need that perfect gift for any occasion? Check out this site. [Exp. #154.]

Galactic Art *http://www.bzzzt.com/galactic/galactic.htm* A collection of Star Trek, Star Wars, and Starscapes limited edition prints. [Exp. #154.]

Halibut Entertainment Group *http://www.primenet.com/~ark9000* Halibut Entertainment Group brings you "Li'l Hank's Guide for Songwriters in LA." [Exp. #154.]

Hitler The Cat Goes West *http://home.aol.com/ekleip* A cult novel for the '90s. The USA dissolves in 2070 over abortion. [Exp. #153.]

HMO *http://www.hbo.com* [Exp. #154.]

Jazz, Roots, Rhythms *http://www.jdscomm.com/jazz1.html* Celebrates jazz, blues, gospel, and world music. Spotlights Bay Area musicians and local music scene. [Exp. #155.]

Just Think Happythoughts *http://www2.ucsc.edu/people/punkrokr/hindex.html* Pop/punk with a twist of emo and a dash of ska. Happythoughts is the band. [Exp. #155.]

Live Entertainment & Studio Services *http://bayarea.net/~electrcj/* Oldies from '50s, '60s, '70s live. Or record in studio. [Exp. #154.]

London's Burning! The Clash Music Resource *http://www.primenet.com/~jendave/clash.clash.html* This site provides lyrics, guitar tablature, graphics, and much more about the music of the Clash. [Exp. #153.]

Matchbox Cars *http://www.matchboxtoys.com* Matchbox fans and collectors have a new destination on the Information Superhighway. [Exp. #153.]

OARS—Outdoor Adventure River Specialists *http://oars.com/* Enter the Adventure Vacation Sweepstakes before August 7 to win a 4 day trip on Idaho's Lower Salmon river. [Exp. #155.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. Includes consumer news, sell-through calendar, and links to studios. [Exp. #155.]

Opposites Attract *http://ourworld.compuserve.com/homepages/Finalcut/oppatt.htm* One act comedy about modern relationships and the seeds of destruction built into each. [Exp. #154.]

Phora's Spider Web *http://www.westworld.com/~phora/* See the spider and his collection of interesting sites and information. [Exp. #154.]

Rascom *http://totalmarketing.com/rascom* Rascom's special interest video and CD-ROM online catalog center. Browse our complete selection of video's and CDs. [Exp. #153.]

The Raunchy Roach Show *http://www.artcomic.com/roach.html* A daily satirical comic strip by Butch Berry about a cockroach with a TV show. [Exp. #154.]

Rhythm Net *http://www.rhythmnet.com* Music and en-tertainment. Discover the best, hottest bands, the best in entertainment establishments, and more. [Exp. #155.]

Safari Luggage Center *http://www.esafari.com/tp* Now you don't have to be afraid to pack your suit into a rolling bag. [Exp. #155.]

The South End Zone *http://scottcrevier.com/packers* Historical information and statistics on the Green Bay Packers. [Exp. #154.]

Southern California Christian Entertainment *http://home.earthlink.net/~christent/* Review of secular and Christian events and publications. Cooking, computer, and new product information news. [Exp. #155.]

Spam Cans Mustang Alley *http://www.angelfire.com/pages0/malley/index.html* An aviation page, dedicated to the P-51 Mustang, pics, links, and more. [Exp. #154.]

STM Entertainment *http://www.primenet.com/~stmmoon/stmjs.html* Autographs, pictures, and the latest information. [Exp. #155.]

Thoroughbred Racing Catalog *http://thoroughbred-racing.com* Thoroughbred racing and equestrian enthusiasts looking for the perfect equine gift can now find it without leaving their homes. [Exp. #154.]

Todd's Bass Lessons *http://galahad.xstor.com/~todds/lessons.htm* Electric bass lessons for beginners. Theory, exercises, and tips for selecting your first bass, amp, etc. [Exp. #153.]

Trains *http://trains.zq.com/* A compendium of information about passenger and freight trains. Extensive links to other Web resources on trains. [Exp. #155.]

Ultimate Adventure *http://www.apc.net/dewing/* Outstanding scenic videos as well as tips and tricks for photographers. Best places and times to shoot videos and scenic photographs. [Exp. #154.]

Unofficial Web Site Of The Magical World Of Fisher-Price *http://www2.best.com/~elusive/fisher_price/index.html* One-stop information clearinghouse for collectors and fans of Fisher-Price. [Exp. #154.]

Virtually Mill Valley *http://www.millvalley.org* This site makes it fun and easy for residents and visitors to inform themselves about the goings on in Mill Valley and its environs. [Exp. #153.]

Welcome II Cheang's Home Page *http://lasud.k12.ca.us/~cyang* Features lots of cartoons online, game archives, sounds, and game cheats. [Exp. #153.]

ADULT ENTERTAINMENT

AdStar Services *http://home.sprynet.com/sprynet/adult.addurl.htm* Links to over 200 free Web sites. URL submission forms. [Exp. #154.]

Adult CD-ROMs! *http://www.romdezvous.com/* Free catalog. The hottest adult interactive games and movies available. Order online [Exp. #154.]

Adult Shop On-Line *http://www.XXXOL.com* Embarrassed to go into adult shops? Check us out from home or work, convenient and confidential. [Exp. #154.]

Bikini Net *http://www.bikininet.com* The place to find the sexiest women on the Internet in hot photos and video. [Exp. #155.]

Hardon *http://www.hardon.com* Adult gay site—hot photo's, video theater, personal ads, chat lines, products, and more. [Exp. #153.]

Interact *http://www.diversion.com/* Live chat, multiplayer games, Internet services. Adults only. [Exp. #155.]

SexPicNet *http://SexPicNet.com* Thousands of XX graphic files, organized, catalogued, graded, free samples. Adults only. [Exp. #155.]

Sexy Line *http://pages.prodigy.com/adult/sexyline.html* Sexy, beautiful women. An experience you will never forget. [Exp. #153.]

SLJ Communications *http://www.4impact.com/hott* Live and uncsensored realtime video and audio. See, hear, and speak to hot girls. Download free software. [Exp. #153.]

Stratton & Company, Inc. *http://www.romanticgifts.com* A romantic gift catalog of tastefully chosen relationship enhancement products. [Exp. #154.]

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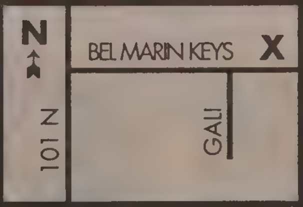

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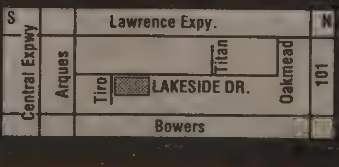

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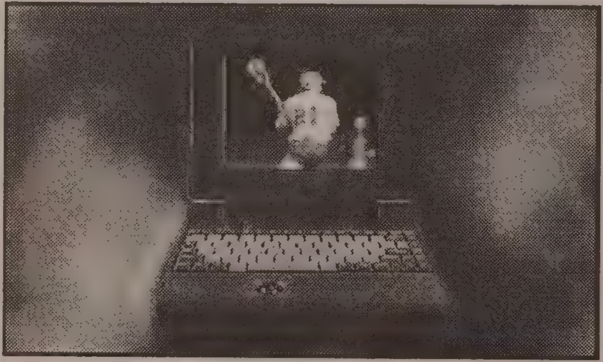

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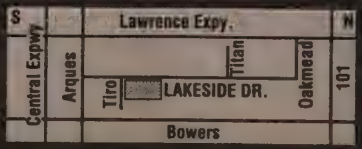

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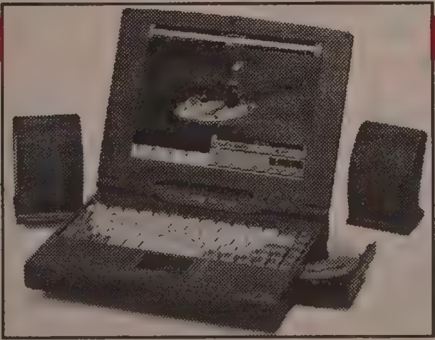

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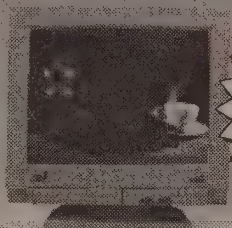

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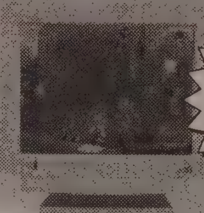

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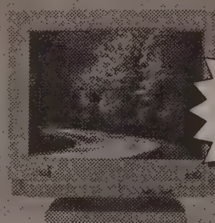

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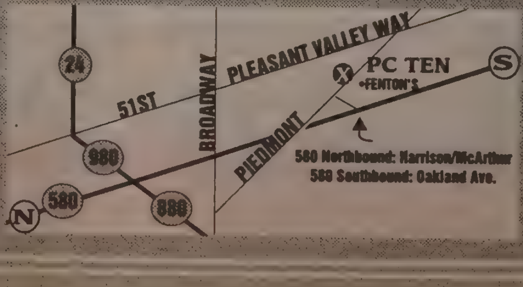

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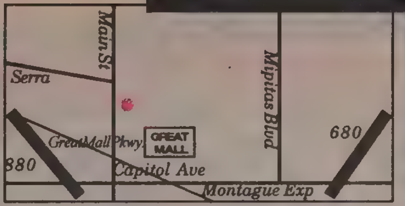

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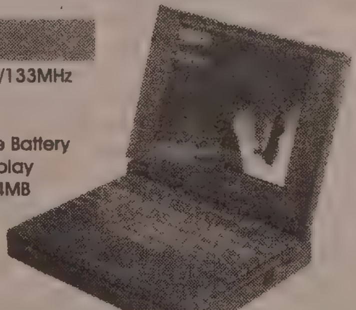

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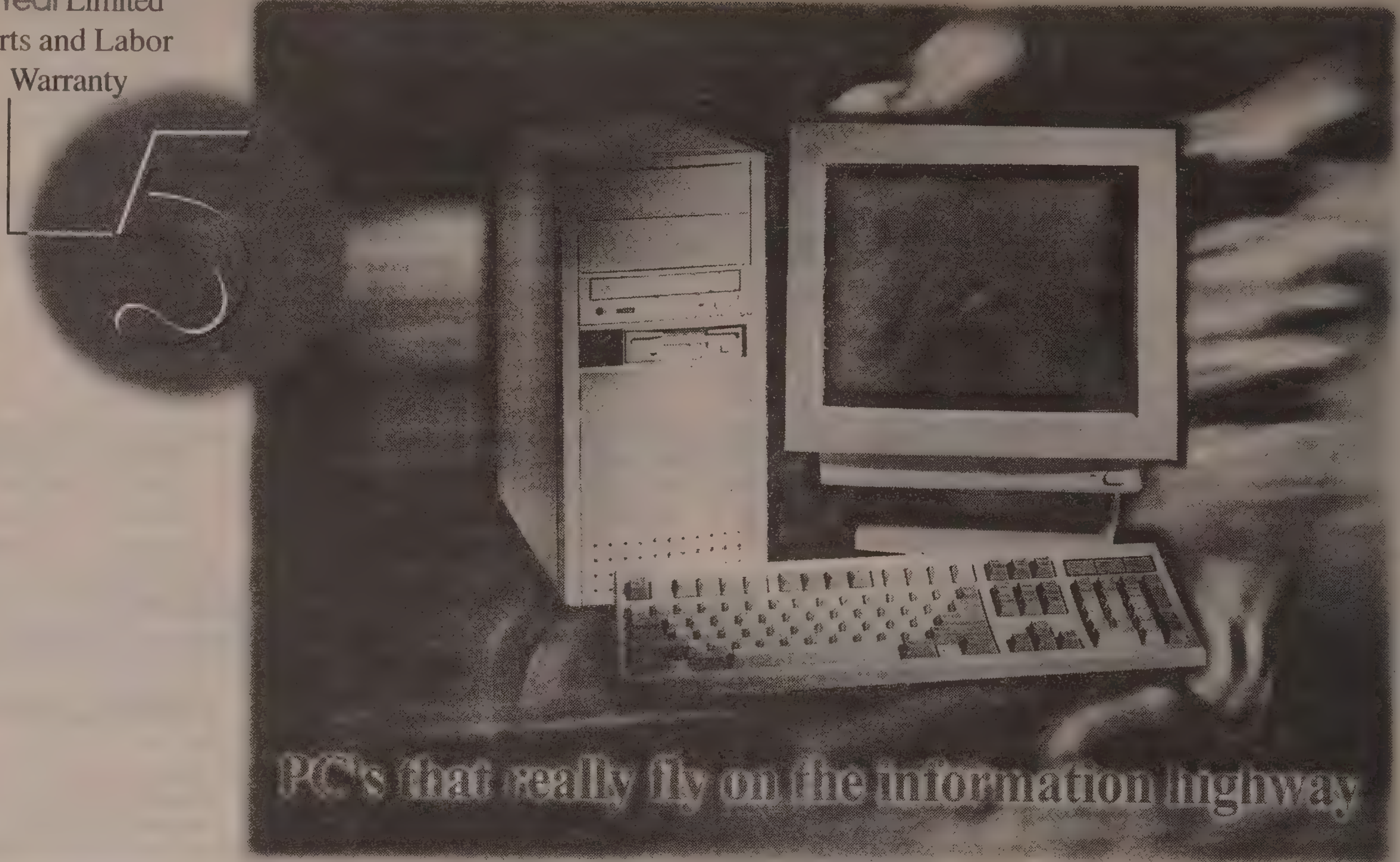

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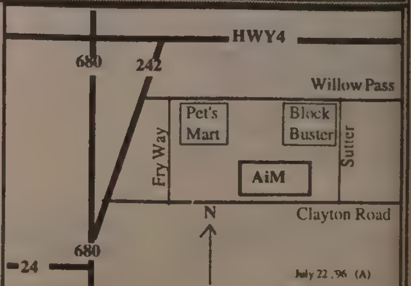

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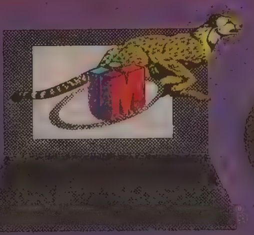

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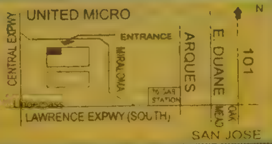

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SILICON GRAPHICS:

The MACHINES Behind The Movies

(And TV. And VR. And...)

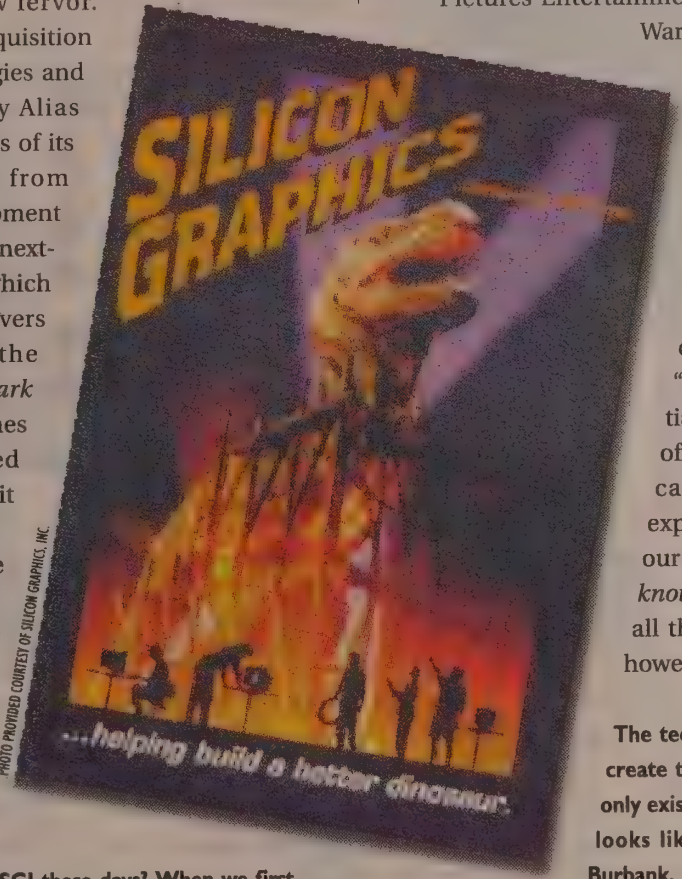
By
Mary Eisenhart

At a crucial moment in *Jurassic Park*, disaster is narrowly averted when the youthful protagonist spots a Silicon Graphics Crimson workstation in the park's control room and cracks the entire theater up by exclaiming: "I understand this! This is UNIX!"

Strictly speaking, says Greg Estes, this wasn't the first time an SGI box had appeared on the big screen. But, says Estes, who, as the product and technical marketing manager for SGI's Advanced Systems Division, sells a lot of systems to a lot of studios, it put the hardware on the movie map in a big way.

"More important for us than actually having the machine in the movie," he explains, "was the fact that Industrial Light & Magic did the design work on our machines. *Jurassic Park* was the number-one box office film of all time, and the studio people said, 'Hey, this computer graphics stuff is actually very cost-effective, and we can make a lot of money.'"

Historically, the world of showbiz has been a lucrative niche for SGI for some time, as the company's undisputed leadership in real-time 3D graphics provided tools for ever-more spectacular effects. In the post-Cold War era, the entertainment industry has embraced Indys, Onyxes and Challenges with new fervor. Significant acquisitions—e.g. last year's acquisition of Alias Research and Wavefront Technologies and creation of the independent subsidiary Alias Wavefront—have given SGI key components of its long-term strategy: alliances ranging from DreamWorks Digital Studio, a joint development effort with DreamWorks SKG, to Nintendo's next-generation Ultra 64 video game system, which uses SGI's MIPS RISC processors and delivers roughly the graphics throughput of the machine that saved the day in *Jurassic Park* (and will sell for around $200 when it comes out this holiday season) have entrenched Silicon Graphics as a mainstay in the pursuit of fun and profit.


SILICON GRAPHICS
...helping build a better dinosaur.

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At the recent unveiling of the Visionarium, SGI's 160-degree-screen projection room, where the assembled pressoids were treated to a dizzying virtual plane ride piloted by CEO Ed McCracken, we talked with Estes about the current state of the company's technology in the multi-faceted entertainment industry.

How significant is the entertainment industry for SGI these days? When we first visited you back in 1989, most of your customers were still defense-related.

Within the last five years we have really seen this explode. Depending upon which division you talk to, the entertainment industry hovers between 15-25% of the business. In our extremely high-end graphics, like the Onyx systems you've seen today, it's occasionally as much as 30%. It's a very significant part of what we do.

Most of the high-end is in the post-production industry—things like special effects for the movies, some very high-end editing applications, a lot of batch rendering for things like the dinosaurs in *Jurassic Park*.

On our desktop systems, there's strong momentum in 3D for game development, from what will eventually be higher-end games, for location-based entertainment and CD-ROMs, to some people (who might be seen as competitors of ours) buying our machines in order to make PC games. They might compete with the Nintendo side of our business, but they're buying our high-end systems because they're really good at creating those authoring environments.

So it splits according to our various product lines as to how it's used, but there's a real consistency in the 20 or so percent of our business from there. It has become very important to us.

The other thing is that we get an inordinate amount of publicity from it. *Jurassic Park* was the number-one box office film of all time, and the studio people said, "Hey, this computer graphics stuff is actually very cost-effective and we can make a lot of money."

It puts rear-ends in seats, because people just generally want to see something they've never seen before, or in a better way than they've seen it before. It became very pragmatic for the studios to want to do that. Just from a business standpoint, Hollywood says, "Hey, this stuff makes absolute economic sense."

That was a huge shot in the arm, and we've been riding that for a long time.

What are the economic benefits from the studio's standpoint?

That is changing in many ways. There are certain studios who are saying, "Hey, let's bring a lot of this in house." They're creating their own in-house production and post-production and special effects units. Sony Pictures Entertainment was one of the first major ones to do this; Warner's has a large contingent.

Other people are saying, "No, I prefer to go to people who just do this for a living and that's all they do." They'll go to an ILM, a Boss Films, a Digital Domain, a Rhythm and Hues, all of the name players out there, to farm out that work to them.

So there's a couple of different camps on that. I think the companies that are choosing to do something about it in-house are saying, "We're investing this as a long-term strategic initiative for us. It's part of our strategy to have a lot of high-end computer graphics and special effects capability in-house. We're going to grow that expertise over time, and use that to differentiate our films, so that in five years people will say, 'I just *know* that that was a Warner Bros. film, because of all the cool graphics in it, or the amazing visuals, however they got there.'"

The technology is used for a lot of different things. They can create things that never were, like the tornado in *Twister* that only exists onscreen. They can use virtual sets, so an announcer looks like he's in Bosnia when he's actually in a studio in Burbank. Then you have things like texture-mapping that allows you to have virtual actors and virtual stunt doubles and so on. Can you give kind of an overview?

From a technological standpoint, a lot of *Twister* and things that don't involve motion capture are basically just really high-end rendering. That has been possible for years, but hasn't been practical because computers were not fast enough, and inexpensive enough in a price/performance sense, so that you could reasonably spend that much computer power to make a tornado.

Historically what people have done for that kind of thing is use miniatures and models, or do animations?

Right, they've done it optically.

That war is kind of over now. People know that digital is the way to go; it pays for itself, the return on investment is there.

But from a technology standpoint, there isn't some new magic feature in the box where you push a button and get a tornado. You get that from a lot of creative people working really, really hard. The difference from a

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> From a technology standpoint, there isn't some new magic feature in the box where you push a button and get a tornado. You get that from a lot of creative people working really, really hard.

computer standpoint is that suddenly you get *n* amount of MIPS and megaflops for *x* amount of dollars, so it makes sense for their Corporate to buy those tools to put them into the hands of these creative people who do all that hard work. That's where you get that magic.

Now, it's different when you come to virtual sets and performance animation, which *are* leading-edge technologies.

To do a computer-generated tornado, do you need to use physics modeling packages and things like that to make it scientifically correct?

It could be.

A lot of times, rather than physically accurate, you want to be visually accurate. You find that out in the way dinosaurs walk, or a water pseudopod grows out of a pool. People are much less interested in having it be accurate than in having it look real. In the case of *Twister* or anything that involves natural phenomena like that, way more attention is paid to having it look great, look like you expect it to look, get that suspension of disbelief.

Things like "they always go clockwise" you try to get right, but airflow densities and using the CFD [Computational Fluid Dynamics] codes to calculate that—if ILM or anybody else does that, it's mainly as a sanity check, not that it's going to look any better if you do that. Artists can just nail that stuff without having to use a CFD package to look at the airflow.

Not to belabor the point, and it may sound funny coming from a computer company, but it's the artistic hard work of these people that goes into this, not some magic button you push.

This is about better tools.

Yeah. We're making better hammers, and better drill presses and things. There's no magic buttons in any of these, it's just they're faster and we're giving them more capabilities, and maybe most importantly, we're listening to them. We work very closely with our customers, people like ILM and Digital Domain, who come in here and say,"This is all well and good, but what we really need is this, this, and this." Then in our next generation, that'll magically show up.

On the one hand you have that going on on the software side with Alias/Wavefront, and on another you have it going on on the hardware side with SGI Mothership proper. Between the two, hopefully we create magic.

It's imperative to us to be at the leading edge of computer graphics. What we have meant by that is what you can do in real time, or with real-time rendered graphics at any given time.

What Alias and Wavefront are out there doing is the best in computer graphics with what you can do in software, and therefore you have the luxury of time. There's an absolute match-up there between approaching the same general problem from two different fronts. There's a natural symbiosis that goes on between the two sides.

From an ongoing standpoint, I am hoping that we can take these people who have been working the hard problems in graphics—how do you render hair, that kind of thing—and say, "Well, pretty soon we're going to have that, there's going to be a chip on the board that renders hair."

That's the kind of thing you'd like to see long-term, to have that vision taken in and done in real-time through our engineering.

Do you see the eventual evolution of a lot of special-purpose hardware—a hair chip, a texture chip...?

We do a little of that today. There's a lot we put into microcode, into the ASICs that go onto the system. I think the reason we've done well in the marketplace has a lot to do with having a general purpose box—after all, you can read your email and do Microsoft Word, if you want, on an Onyx—but there are enough very specific codes that we have in microcode.

For instance, the Geometry Engines that draw all the 3D geometry—we have microcode in there that will accelerate image processing operations, so that image processing people can use that same chip. They could care less about flying through a 3D virtual world—what they're trying to do is read your license plate frames from space. They could use that same technology.

We're judicious in what we will microcode into the systems, for specific algorithms to go do specific things. If we think we can open up a market with it, if ten customers show up on our doorstep and say, "Hey, what we really want to do is to be able to render hair in real time, and we'll buy a whole bunch of your machines if you do that,"—that's a basic business decision we would make. Do we spend any of our precious chip area on that? Do we spin that in as a specific algorithm?

Examples of that have to do with certain types of image processing operations that we do for that kind of electronic light-table work, where you take very large imagery and do convolutions or warping or different things on them. There are certain things we have put into our high-end systems that are specific for the visual simulation market, or location-based entertainment. Disney will come to us and say, "What we really want for you to do is this, this, and this, so that we can have the characters do all of this in real time without spending CPU time on it." We work very tightly with customers like that.

There's a bunch of times where we don't have that ability. We'll say, "We just don't have the room on the board to be able to do that, but

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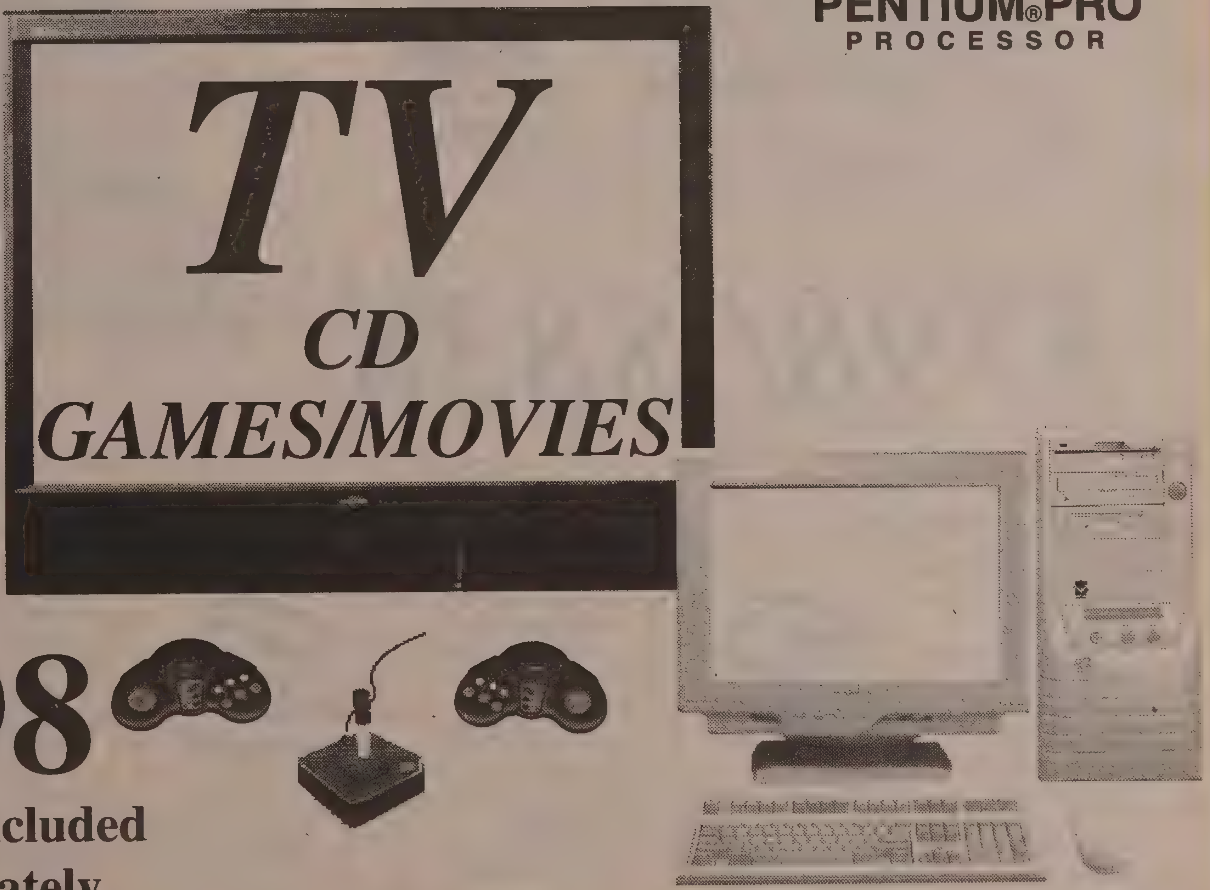
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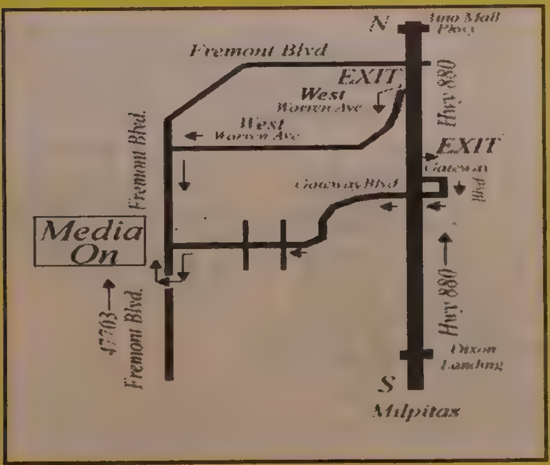
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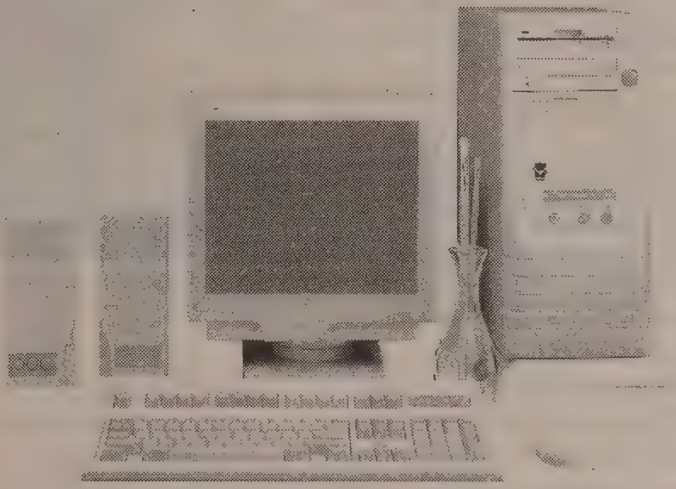

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Silicon Graphics *continued...*

we'll still support that feature, we just won't necessarily accelerate it in hardware." Something like texture and antialiasing, absolutely. That's all in the architecture.

With something like hair [*laughs*], well, it depends. In three or five years or whenever it makes sense, we could very well have a hair-rendering chip. Have an Alias or somebody lead the way: "Look, there's a whole hairstyling market out there that we need to address." And if it makes sense, we'll spin that into hardware. And if it doesn't, we'll still support it, it'll still work, it'll still run, and if there's a God in heaven it'll run faster than on anybody else's box, but it might not be accelerated in hardware.

A few years ago at Digital World they had a panel that discussed the pros and cons of virtual actors—no injury problems, no prima donnas throwing hissy fits on the soundstage... how real do you think that is?

It's very real if you put a practical spin on it.

Typically you do take a 3D laser scan of an actor or actress, which then becomes a three-dimensional computer model.

But say you've got this perfect-looking virtual actor. Who is going to make that virtual actor do anything? How are you going to make it smile, change facial expressions, interact with other things? Quite likely the way you would do that is with a computer artist, who is acting as an actor, or working in conjunction with an actor, or you have some kind of motion-tracking, face-tracking, of an actor who is going to give life to the creation.

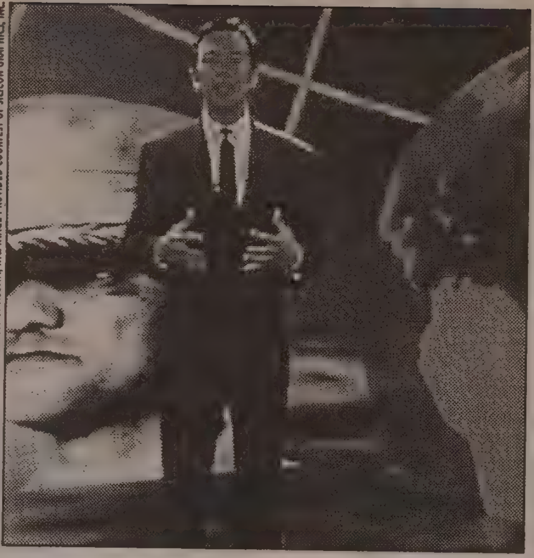
You're back to square one. [*laughs*] You still have that temperamental actor on the screen, except maybe instead of being on film, maybe they're wired up to something, or working with an artist who's making them do something.

Somebody has to put that humanism in there, and all of that is completely independent from the very technical, straightforward "how many polygons does it take to make somebody look believably real on the screen?" That's a different issue.

You need the technical stuff, but then you need a [Toy Story director] John Lasseter equivalent to make the character have personality.

That's exactly right. So if you want to have a virtual Sean Connery on the screen, somebody's got to put in that Sean Connery presence and bearing and life and voice and everything that goes around, so when he walks into a room, people say "*That's* Sean Connery!"

Otherwise, it's sort of like going to the wax museum—big deal, I can see a picture of Sean Connery anywhere. If it's in 3D it's slightly more interesting. What makes it *really* interesting is the life you put into it. It wouldn't have to be Sean, but it would be somebody else trying to be Sean.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Greg Estes

You could invent a virtual Marilyn Monroe, or somebody who's no longer with us, or some character from the future. But somebody still has to go put that life into it. There's no Marilyn Monroe button on the computers, just like there's no Hair button. Or Terminator button.

Let's talk about virtual sets. How does that work?

In part they use the standard blue screen process, like you get with the weatherman today. You notice that they don't pan around a lot with the weatherman—it's sort of a fixed thing.

There's a creative and an economic advantage to virtual sets. The creative one is much more compelling, in my mind. This is more of a television thing than a movie one—it's all about real time, doing it right then and there, which is what the news or a live sporting event is all about.

The economic advantage is that if you're a Nickelodeon or somebody, who puts up and tears down a lot of sets, it'd be a lot cheaper to just be pushing F9 and pulling up a different database than it would be to be constantly creating and redoing these sets.

Of course the entry price is higher to buy a million-dollar system with a big Onyx and lots of software and the cameras and all of that—a million dollars would buy you a hell of a set. It's a higher initial investment, but economically it'll pay off over time if you change your sets enough to make it worth it.

I see that as a secondary issue. The real issue is creative freedom. If you want to create a Dr. Seuss Land and put your MTV VJs in there, if you want to have some kind of kids' program where the floor never stops moving, it's all just like this liquid thing, or stuff grows out of everywhere—that's pretty hard to do with real sets. It's an awful lot of smoke and mirrors.

Or—this is probably the most practical and therefore the most common case—in sports or news programs, where it makes sense to have maybe different sorts of statistics grow up out of the ground, or have panels in there that can turn into different things and give you a new insight. More in the camp of visually interesting subtleties.

It's real easy to go overboard with that, but the most practical thing is to say, "What subtle things do I wish I could do, that I can't do today?" One thing might be to have a soccer show with different screens that just evolve into different views, and you've got newscasters on there and it looks like they're on grass.

There are lots of applications in the camp of doing something you can't practically do in the real world. The creative freedom that you get from that, plus being able to switch very quickly between different virtual sets—you can do that during a frame time, so one minute you're standing in a snowdrift in Iceland and the next minute you're in Rio. The technology is sufficiently evolved that you can bring live video into this environment.

You can bring virtual characters, the virtual actors we were just talking about, into this kind of environment. So suddenly you can have video coming in, and I can have this panel right next to us be showing camera feed, and I'm talking to them and it's all wrapped around, because it's a texture map like anything else, and then all of a sudden this virtual character comes trotting in to interact with all of us.

All of these things are just a fancy way to say, "My television station, or this program, is more visually compelling than the guy down the street, so you're going to watch it." Studies have shown that particularly with things like weather and whatnot, people flock to things that are a lot more entertaining in nature, the MTV Generation particularly. They're used to quick cuts and great graphics and fancy things. It pulls in viewers.

I'll tell you something I see as very interesting and very controversial, the whole idea of billboard replacement. You are a television station, and you are going to show the Giants game. So at Candlestick Park—

continued on page 204

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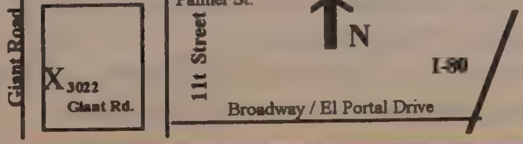


Way Beyond

Or, The Making Of Draco

By Mary Eisenhart

Long before *Jurassic Park*, Marin-based Industrial Light & Magic had been doing great special effects for the movies. In this summer's crop of movies, ILM's been responsible for the hurricane in *Twister*, scenes in *Mission Impossible* that it contractually can't talk about, and a good deal of other cool stuff. ◆ From a technical standpoint, perhaps the most impressive recent accomplishment was the creation of Draco, the last of the dragons, the object of Dennis Quaid's knightly quest in *Dragonheart*. Draco is a virtual character who interacts with the real ones, and incidentally has the voice and mannerisms of Sean Connery. He is a being many generations removed from a cheesy plastic Godzilla smashing scale-model Tokyo. ◆ Kevin Rafferty is a computer graphics supervisor at ILM whose team worked extensively on Draco. We asked him to explain how ILM goes about bringing a mythical being to life.

What was your mission, and what were the technical challenges that came with it?

Our mission was the greatest challenge, in that we wanted to create a character that was not only believable but had subtle nuances of the human actor who was providing the voice.

How well-defined was the character on paper before you started?

We started out with a sculpture, a scale model with moving armature so we could spread the wing out and move the arms and legs and open the mouth. It was a pretty detailed study of what they wanted to see, and it went through quite a few iterations of how they wanted Draco to look in pre-production. At first he had a longer snout than he ended up having...

In the movie he almost looks like a Persian cat!

Right, because we wanted to go away from the normal idea of what a dragon was, and most of the time you do see this longer, wolfish kind of snout on a dragon. We thought shortening the nose would help distinguish the different character and help us get him to emote better.

Then as we developed the lip-sync software, the in-house software that we developed for the film, we started making minor adjustments so we could get that little Sean Connery crook of the eyebrow and what have you.

The main design of the character did come early.

You just had to make it real.

Yeah!

So how did you go about that?

It's a very long process.

We wanted to add as much geometric information as possible on Draco, to have actual real nooks and crannies around his forehead, and veins and things like that. Normally this would be done with texture mapping, which is projecting a picture on the geometry to gain certain feelings of rising and falling on the skin.

We wanted to add in the actual geometry, to give it one step more towards realism.

Once we have the 3D model that's animated, we light it. It's almost like we're virtual set lighters in that we bring Draco into the scene, and put key lights and fill lights on him, and make sure the leathery skin texture maps are working correctly, to make it fit in with the live action.

We go away at night and let the computers render frame by frame all of the animation. It scans out each frame based on the work we've done that day, tweaking all the lights...

We have the horsepower of the SGIs—we had 12-and 16-processor Challenges as our big render engines, and we also used everybody's workstation at night. We run takes of all of our shots that are in progress every night, and we have dailies every morning. So each night we would have to our avail about 150 CPUs.

And it was never enough!

The size of the data of Draco was amazing—about the same amount of data as four T-Rexes from *Jurassic Park* made up the data for maybe Draco's wing.

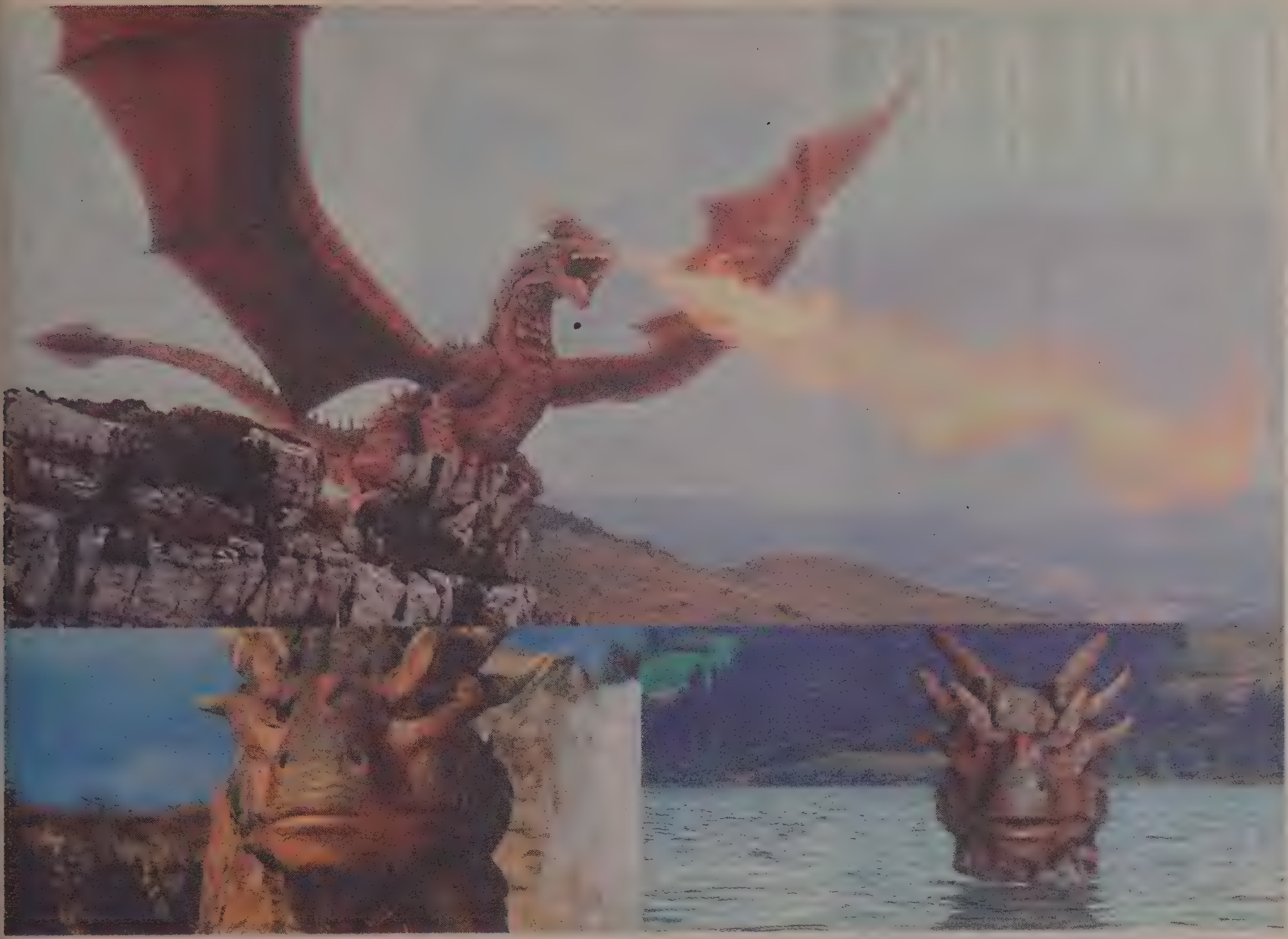
So you start out with analog video, or film, or what?

We start out with film. We get a background plate of film, scan that in frame by frame, 24 frames a second.

Then basically we take the models we've built—we have a team of character animators who would choreograph Draco's movements. They would start out by choreographing his gross body movements, making his actual body language fit with the live action actors, using SoftImage on SGIs.

The character animators would give that choreography information, along with the model data, to technical directors, the digital lighting artists, to merge the choreography with the material characteristics that Draco should have to fit seamlessly into the background plate. Each night we send off that render, scan out the lighting information and choreography of Draco, and then composite it into the background.

The character animators will also use our proprietary software we call Caricature to put in all the subtle expressions—not only make the lips move to the words spoken by Sean Connery, but also nudge in all the subtle nuances of facial expression.



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Godzilla

All the character animators had character sheets of Sean Connery, pictures from all the movies he's made and all the different emotions he's had. They had a sheet full of his faces in anger, and surprise, and delight, and love. That type of thing. So they always would have visual reference.

It was up to the talent of the artist more than any type of scanning and morphing to get those nuances that brought Draco and Draco's face to life.

It was an incredibly talented team of people working with really good hardware from SGI and software from other companies as well as in-house. We used Alias for model-building, SoftImage for animation. Then we used Renderman for lighting and our own in-house software to embellish SoftImage's animation with our lip-sync software, Caricature. It's actually emotion, lip-sync, shape-building—it's a big megillah! (laughs). And then we have our own in-house compositing software.

For production of movies like *Dragonheart*, we use pretty much exclusively SGI hardware.

You compared the amount of data in Draco's wing to the T-Rexes in *Jurassic Park*. How has the technology evolved since that time?

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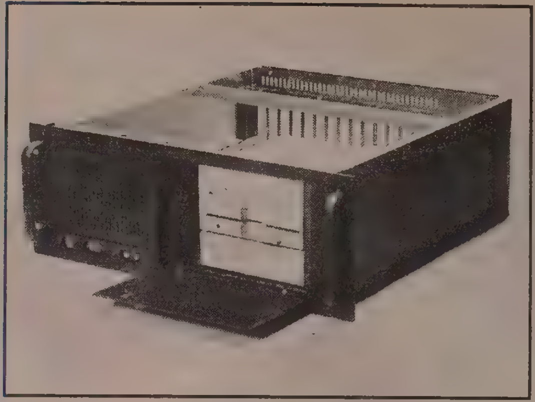

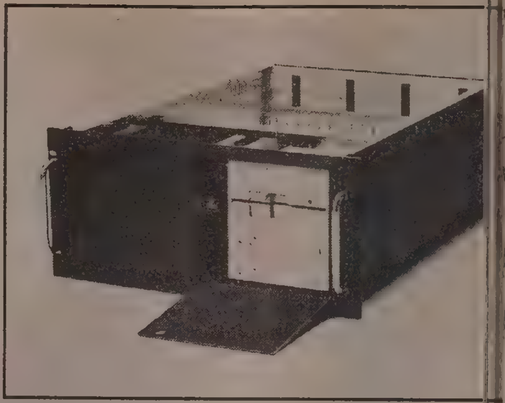

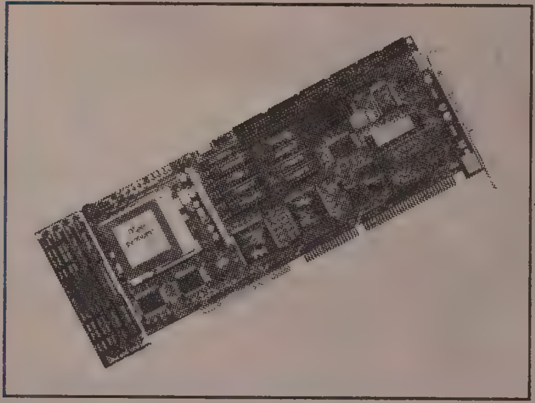

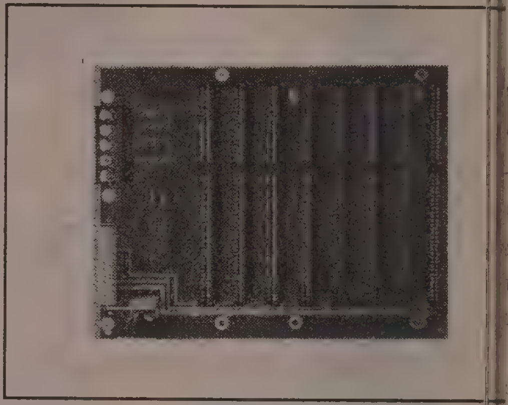

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> "ABOUT THE SAME AMOUNT OF DATA AS FOUR T-REXES FROM *JURASSIC PARK* MADE UP THE DATA FOR DRACO'S WING."

Actually, things have changed in both the hardware and software arenas. SGI, since *Jurassic Park*, has provided companies like ILM with faster machines....

But it's never enough!

That was going to be my next point. The workstations as well as the rendering engines, the big servers, are faster and faster, but that just gives us the opportunity to put more and more complexity and realism into the motion. No matter how powerful the machine is, we'll find a way to bring it to its knees! [*laughter*]

Meanwhile, down in Mountain View, they're taking this as a challenge!

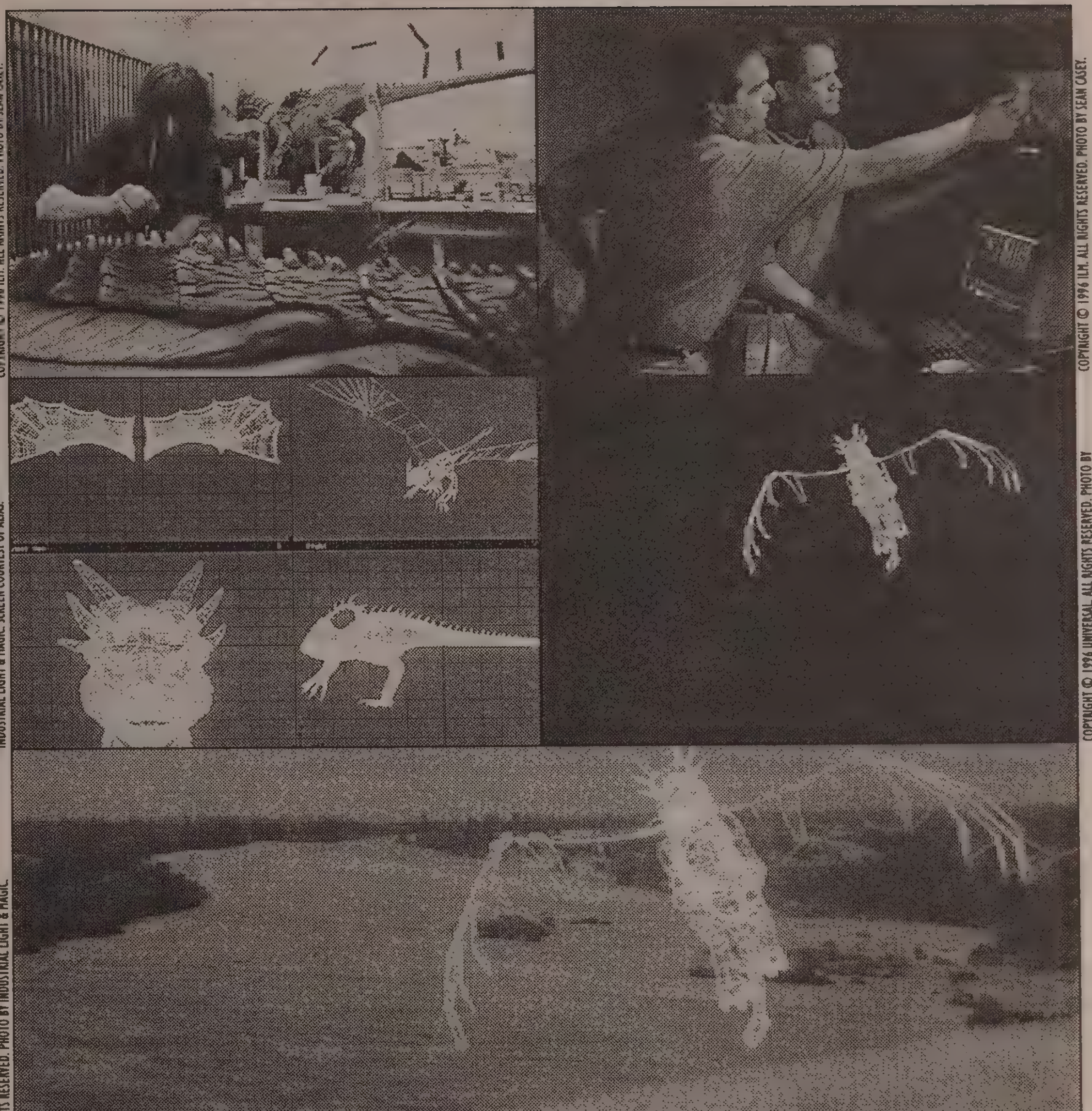
Well, yeah! Exactly!

Also, software-wise, with our proprietary stuff, we find it a challenge to say, "Okay, this is too much data for the machines to handle all at once; let's split it up into different tiles." At some point when we had really, really complex scenes, we would have four processors working on one frame, rather than one frame to one processor, which is the normal way we do things.

I remember from some presentations I've seen on the *Jurassic Park* dinosaurs that a huge amount of work goes into things like anatomically accurate movement and correct physics and things like that—how the leg moves when the dinosaur hits the ground with all its weight, and things like that. When you're dealing with an animal that never existed, what issues like that apply?

That's a very interesting question, and very poignant to Draco, in that the physics applied were the physics the director, Rob Cohen, wanted, because it was a mythical creature.

It depended on the emotion of the shot, the feeling of the shot. At times he wanted Draco to be a magical mythical character who was made not of flesh and bone but of light. And so in that



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Building Draco, from scale model to fully-realized virtual being. Top right: Kevin Rafferty (l) and Scott Squires check progress.

"JUST LIKE DRACO WAS THE CATALYST FOR OUR SKIN-OVER-BONE RESEARCH, CASPER WAS THE CATALYST FOR THE LIP SYNC PROGRAM THAT WE USED ON *DRAGONHEART.*"

respect, and in those shots, we took the idea of taking suspension of disbelief one step further, seeing this massive creature flit about like he had no weight.

At other times, when it called for him to have a strong presence, and be in, like, a fight scene, we kind of said, "Okay, we wanted him to be made of light, and as such normal gravity and physics do not apply, but in these shots he needs to have strength, and he needs to have mass, and he needs to have gravity." And so in those respects we had to put those things in.

Once again we used our Caricature software to manipulate shapes for, say, the biceps and where the legs meet, the chest area, so when he'd slam his claw down there'd be a little bit of vibration and movement. That took us into another realm of research, which Draco didn't directly benefit from, but he was the catalyst for future research into skin-over-bone techniques—kind of automating that type of jiggle with gravity, and making it work in a character-animation world, where the animators still want control. They don't want it really automated, because sometimes when you put in the true physics and stuff it just doesn't perform like you want it to—it's too mechanical. So the character animators still would like the final say, to be able to go in there and tweak things. Those are the type of tools we're trying to develop for them.

It's funny that we had to approach both sides of the coin with Draco, and it also spurred on this whole research team working on a series of software items for doing just that.

So when the characters in the movie are interacting with Draco, are they actually interacting with a bluescreen?

There was actually very little bluescreen going on. Most of the time they were out in Slovakia on location, in the middle of a field or what have you, and they would be talking to ping-pong balls. (laughs)

We would have a series of ping-pong balls out in the live-action shot where Draco was going to be, to be able to triangulate and match the live-action camera to the computer camera. We used those things to triangulate data, and then we didn't have to take them out of the plate because we were going to put Draco right on top of it. It served a double purpose in that Dennis Quaid and all the actors who were interacting with Draco could focus on *something.*

They didn't have to imagine *everything.*

Exactly. Exactly. And then for times when there were close-ups and stuff, they had a cutout of a profile and a front view of Draco's head. "This is where he's going to be—set your eye-gaze here." Then it would be up to us to make Draco fit into that scene.

If there were objects in the foreground, our rotoscoping team would go in...

What's rotoscoping?

It's actuallly the digital form of an old technique. It's been around in the optical world for a long time.

Say there's a log between the camera and Draco. Since this wasn't done bluescreen or anything, and Draco needs to be behind that log, the rotoscope team will go in and digitally outline that log, frame by frame, and create a matte, so at composite time we can bring in the live action plate, put Draco over the live action plate, and put the log back over Draco.

And do they also deal with issues like since the sun is in the east in the scene, the log has to be lit correctly?

No, there was no lighting involved, since it was a live-action log, it was part of the plate. *We* had to take that into account when we lit Draco—we would have all that information on our camera sheets, we knew what time of day it was, and we had these reference pictures, a man standing in front of a camera with the same camera setup as the scene, with a huge white styrofoam ball that showed us visually where the sun was and how the bounced light was acting.

We always had visual references as well as real numbers, because usually neither works well, you have to merge the two together to make something really believable.

What do you think could have been done better if you'd had infinitely perfect tools?

Infinitely perfect tools!

Our saying always is, "It's never done, you're just out of time." [*laughs*]

What I wish we'd had more time doing was—there was supposed to be a magical quality to Draco's wings, and we were developing a really beautiful iridescence for his wings. It never worked correctly twice.

It was beautiful a million times, but never the same way?

Exactly!

Now you just have to turn that into a feature!

Exactly! Some might contend, "Well, he's a magical creature, so what?"

But when you were cutting from shot to shot, and it was supposed to be there in both shots, it just didn't quite look right. So I wish we'd had more time developing that to make it really, really good.

There are other things. We achieved the way the eyes work quite well, but I wish we'd had more time developing how the eyes dilate and possibly get the little musculature in the iris to work more like a real eye would.

Those are little things that you'd probably see the fifth or sixth time you saw the show. Those are the things that I myself personally would have loved to have more time working on.

I was thinking of the wet look, when Draco was in the lake or the rain and stuff—I think we achieved that quite nicely.

So what exactly do you do at ILM?

On the credits I'm called a Digital Effects Supervisor. At ILM my title is Computer Graphics Supervisor.

What I do is I supervise a team of the technical directors, the people who do all the lighting and bring everything together, bring the mattes from the rotoscope people, bring the choreography and the lip-sync from the animators, and bring the live-action plate in and make them all merge together seamlessly, and put any effects on top that need to happen, like if he's breathing fire or any of those things. That's basically what a technical director does, and I supervise part of the technical direction team, along with two other supervisors.

continued on page 208

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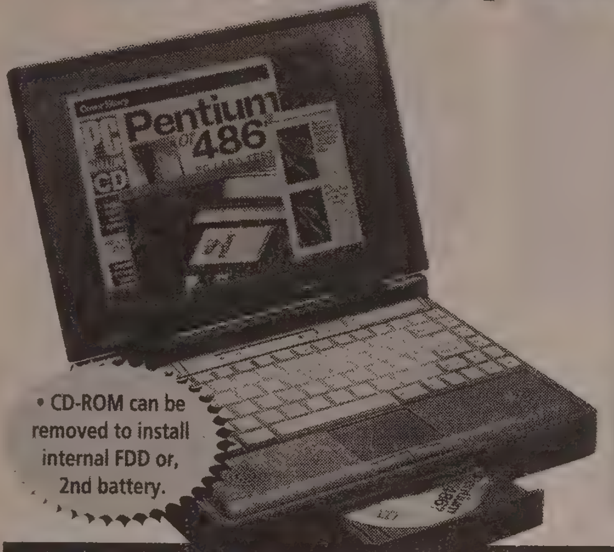
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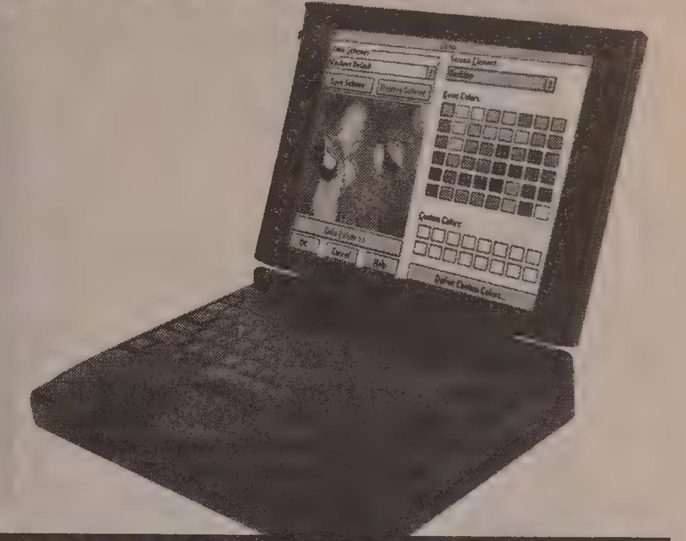

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By Cassidy F. Allen

Music (Photos) For The Masses

"I didn't order onions. What part of 'No' don't you understand?"

Jim Marshall doesn't like onions. If you ever find yourself serving the man whom Annie Leibovitz called "*the* rock and roll photographer," make sure there are no onions on his plate, or you'll regret it.

Marshall is a notorious man, known for his devil-may-care lifestyle, and his vocabulary would brand the eardrums of the saltiest sailor ("You know he really likes you when he starts calling you names," Kimberly Fisher, his "Webmistress", laughs, although she is clearly serious.) Marshall also has an ax to grind about everything, and no doubt enjoys shocking and offending anyone within earshot—a wide area, I can assure you, due to his uninhibited nature.

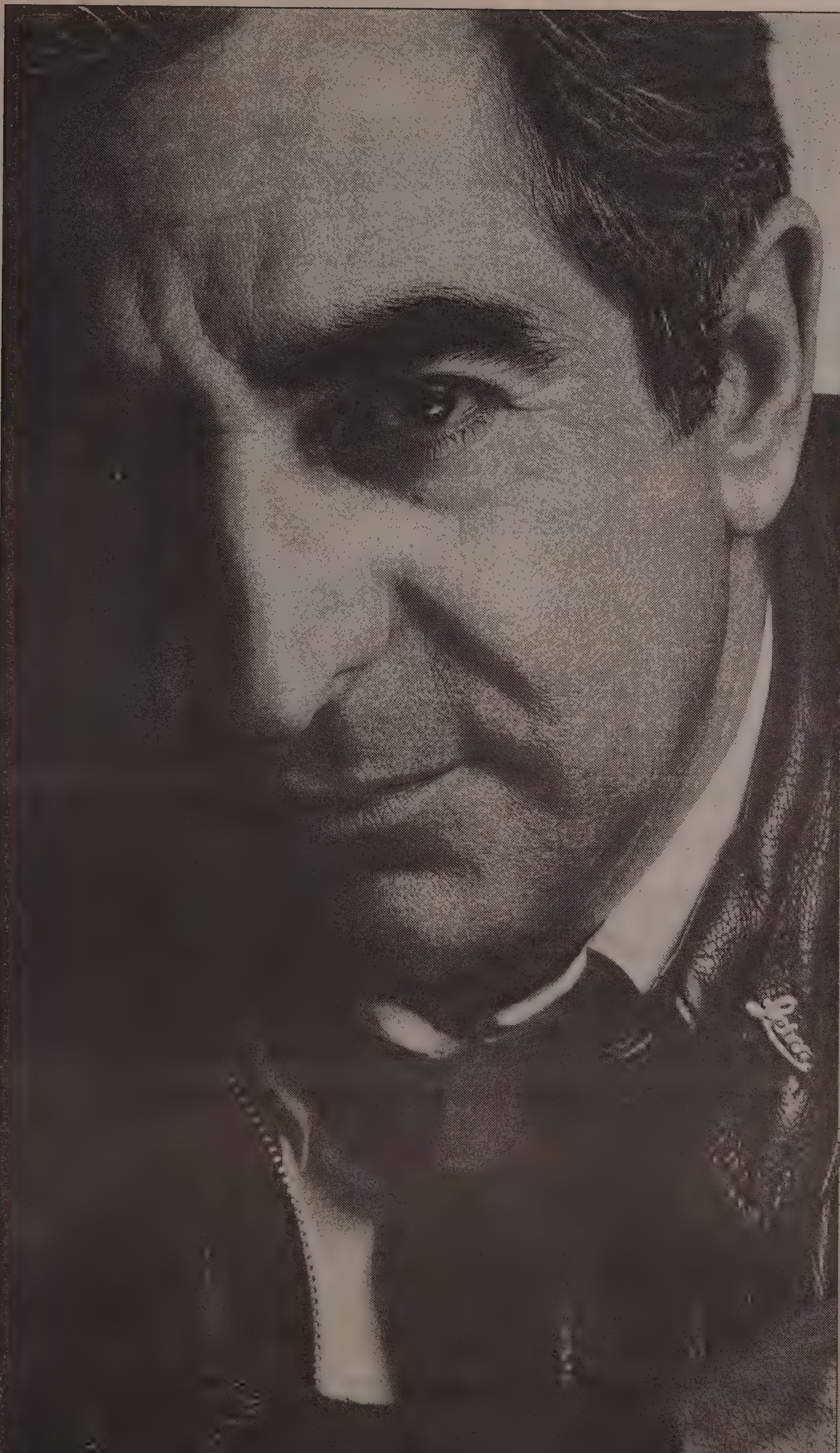
But while Marshall is clearly no Boy Scout, his iconic shots of Jimi Hendrix, Led Zeppelin, Otis Redding, et al., are the definitive window into a key period of popular music, a claim substantiated not only by their emotional resonance and artistic merit, but by the fact that Marshall gave, and earned, the trust to be a part of rock's inner circle. This is a man who has been an invisible member of the greatest bands ever, and that rare confidence allowed him the unlimited access that most photographers only dream of.

But having that sort of access doesn't mean that he is an easy man to deal with. Even relaxing with the cantankerous Marshall over Mexican food makes you realize that trying to do business with the man, even something as simple as buying a print, could be more trouble than it's worth. Marshall is actually a gregarious, generous, and charming man, but he's clearly not going to win any awards for customer service.

"I'm difficult," Marshall says with undeniable pride, but Fisher has other ideas:

"The real reason is it's not really practical to show the prints," she says. "We could put out a catalog, but there's just too many (photos). It would cost too much. So when we heard about this Internet thing, something in the back of my addled little brain said, 'Oh my God, this is what Jim has been waiting for'".

All-Access With Jim Marshall On The Web



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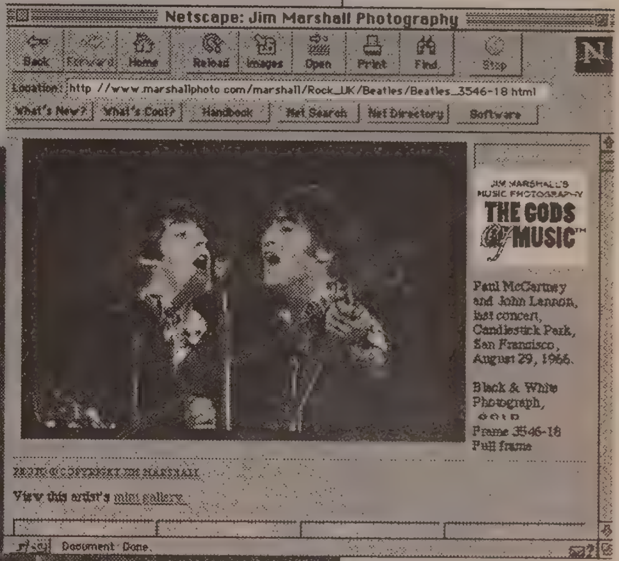
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Netscape: Jim Marshall Photography

Location: http //www.marshallphoto com/marshall/Rock_UK/Beatles/Beatles_3546-18 html

Paul McCartney and John Lennon, last concert, Candlestick Park, San Francisco, August 29, 1966.

Black & White Photograph,
GOLD
Frame 3546-18
Full frame

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View this artist's mini gallery.

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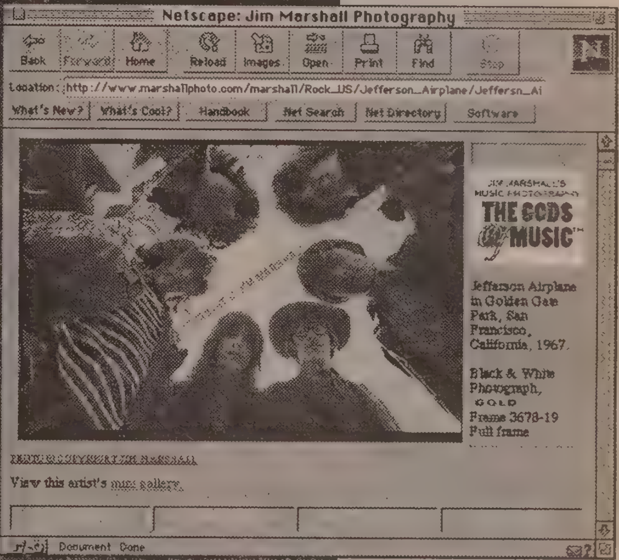
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Location: http://www.marshallphoto.com/marshall/Rock_US/Jefferson_Airplane/Jeffersn_Ai

Jefferson Airplane in Golden Gate Park, San Francisco, California, 1967.

Black & White Photograph,
GOLD
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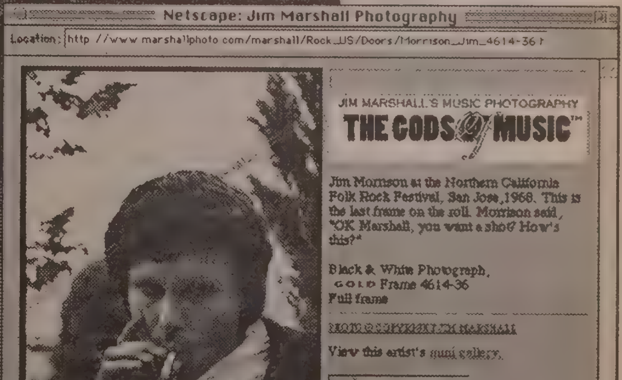
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Location: http //www marshallphoto com/marshall/Rock_US/Doors/Morrison_Jim_4614-36

Jim Morrison at the Northern California Folk Rock Festival, San Jose,1968. This is the last frame on the roll. Morrison said, "OK Marshall, you want a shot? How's this?"

Black & White Photograph,
GOLD Frame 4614-36
Full frame

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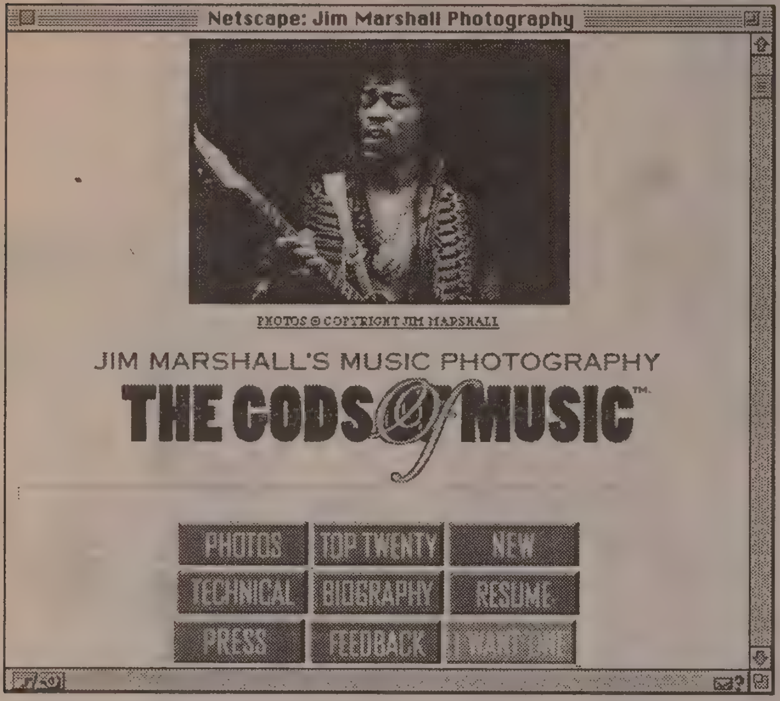
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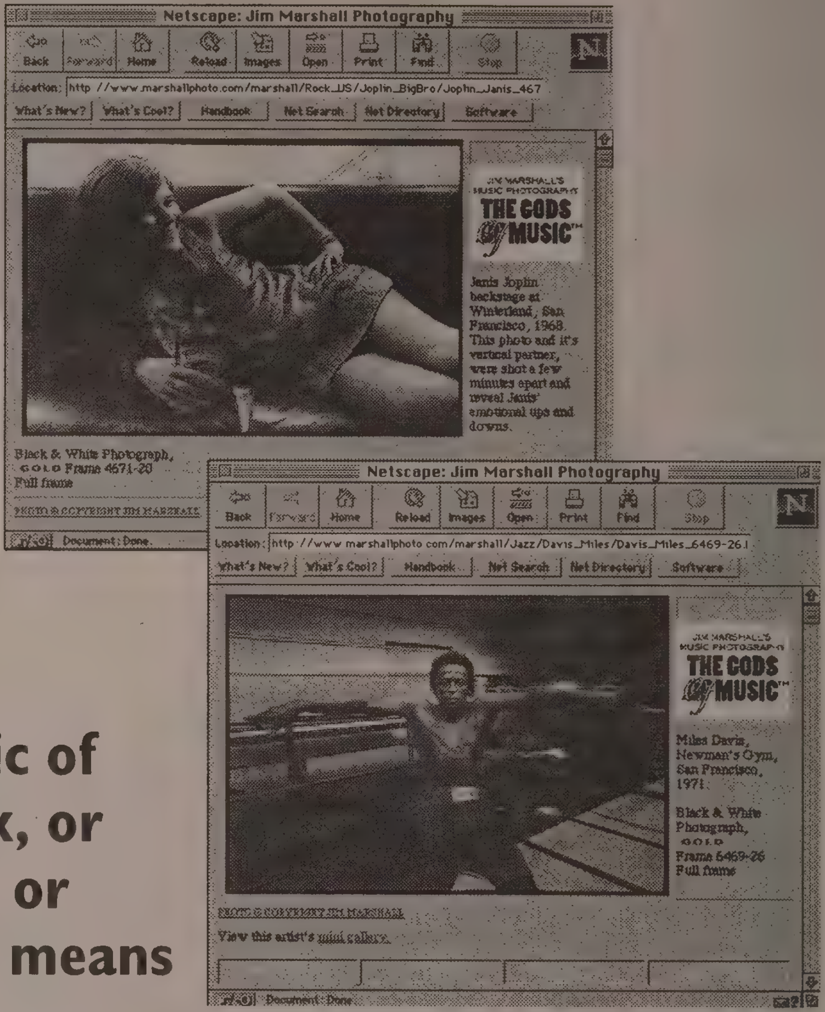
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Location: http //www.marshallphoto.com/marshall/Rock_US/Joplin_BigBro/Joplin_Janis_467

Janis Joplin backstage at Winterland, San Francisco, 1968. This photo and it's vertical partner, were shot a few minutes apart and reveal Janis' emotional ups and downs.

Black & White Photograph, GOLD Frame 4671-20 Full frame

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Location: http //www marshallphoto com/marshall/Jazz/Davis_Miles/Davis_Miles_6469-26.l

Miles Davis, Newman's Gym, San Francisco, 1971.

Black & White Photograph, GOLD Frame 6469-26 Full frame

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> **“If the music of Jimi Hendrix, or Janis Joplin, or Miles Davis, means so much to someone during a point of their life, I'm honored that one of my images would be in their home. And the Internet has opened that door for a lot of people.”**

Blue Cheer???

Once the site was up and running, the first request for a print filtered in from a small town in Indiana. What was it for? Jimi Hendrix setting his Stratocaster on fire at the Monterey Pop Festival? The Beatles “yeah-yeah-yeah”-ing during their last concert at San Francisco's Candlestick Park? Or perhaps it was for a print of Janis Joplin leaning against her psychedelicly painted Porsche?

Marshall laughs out loud at the question. “Out of all the famous people I've photographed that are on the Internet,” he giggles, “you'd never guess, in a million years, what our first sale was. Blue Cheer! I mean, how obscure do you wanna get?”

But that is the beauty of Marshall's site: there are a dearth of photos of the Beatles, the Rolling Stones, the Doors, etc., hanging in poster shops around the world, but where can you find a picture, good or bad, of Blue Cheer?

“Exactly,” Fisher agrees. “It's not a picture that he ever would have printed or put in a catalog. It's really great to show that obscure stuff that he wouldn't have invested in printing before. These are fabulous pictures of some really pivotal bands from a certain period in time, and they all have die-hard fans.”

And that's what Internet technology does best: takes the previously inaccessible and lays it out in front of the average Joe like a feast. Up until Marshall's “The Gods of Music” Web site (*http://www.marshallphoto.com*) was launched back in late October of 1995, obtaining one of Marshall's instantly recognizable shots of the Who, Jim Morrison, the Grateful Dead, etc., could be an ordeal. Now, a browser with the $750 to $1500 dollars that Marshall demands and deserves for one of his museum-quality prints can log on to the site, search by their favorite artist, view/order a photo, and log off. A few weeks later, a pristine print complete with Marshall's genuine signature will arrive at your front door (upon full receipt of payment, of course).

But the site is more than just a “virtual gallery”; it is also a museum to browse through, a scrapbook, an information resource, and a mailbox. Nevertheless, Marshall clearly does not want his site to be considered anything more than a vehicle for the average person to obtain his work.

“I am honored when my pictures are in people's homes,” Marshall humbly says, “and there are a lot of people who don't know my stuff is available for purchase. I feel they're fair prices. If the music of Jimi Hendrix, or Janis Joplin, or Miles Davis means so much to someone during a point of their life, I'm honored that one of my images would be in their home. And the Internet has opened that door for a lot of people.”

Fisher nods in agreement, then adds:

“The Internet has opened even more doors for the people who *don't* have the $1,000. I get email from people every day just thanking us for showing the pictures. *Every day.*”

A Fair Warning

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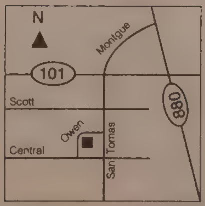

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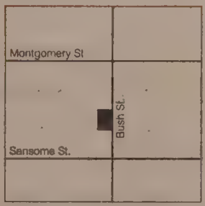

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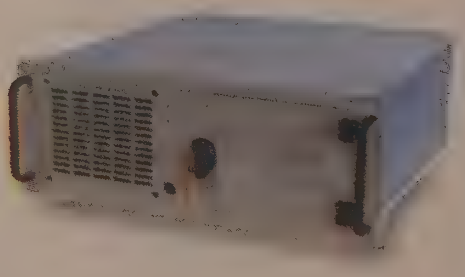

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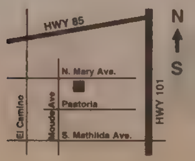

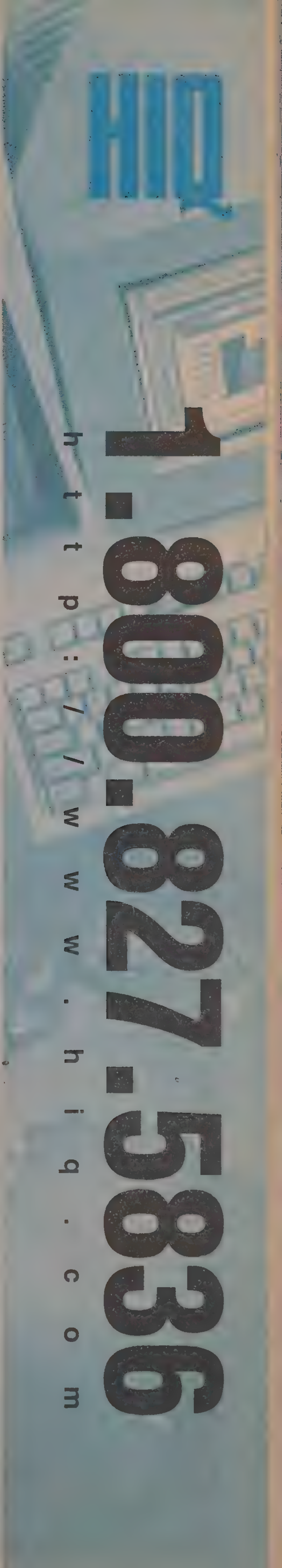

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the net, and Marshall has spent a lifetime trying to protect his rights to his work. It is no different when it comes to his Web site.

"People rip Jim off everyday," Fisher says, "and it's just a matter of catching them. We have a copyright slash that goes through each picture. It's been there since the beginning. It's kind of pale, most people don't even notice it."

Marshall, wearing a t-shirt that says in big, bold letters, "When It's Created, It's Copyrighted", is typically blunt and over-the-top when it comes to discussion of the people who illegally recreate his work:

"If I find them, I will hurt them physically. I will go out of my way, or hire someone, to find them and do physical harm to them."

Is he serious? Probably not, but why tempt fate? At any rate, don't mess with Jim Marshall. But do log on to his site. Browse through his photos. Read about how Marshall rubbed shoulders with all the peace-preaching hippies at the original Woodstock with a gun slung from his belt. Wonder at Marshall's astonishing resume and body of work. Buy a print. It is time, and, if you buy a picture, money well spent.

Marshall is currently working with Bullfinch Press to publish a book of a selection of his work, but of course, on his own terms. "It's going to be done right," he barks. "I haven't waited all these years to have it done half-assed." ■

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Kimberly Fisher, Jim Marshall's "Webmistress"

WORKING WITH THE TEMPERAMENTAL JIM MARSHALL PROVED TO BE MUCH EASIER FOR Web page designer Kimberly Fisher (*kfisher@slip.net*) than one would imagine, mainly, according to Fisher, because Marshall "knows nothing about the Internet and didn't know what I was doing until it was done."

Without a doubt, the site is among one of the most effectively designed in existence, entertaining to read, intuitive and fast to navigate, and a delight to behold. So much so, in fact, that it seems all too reasonable to part with $1000 for a print of The Cult or The Rolling Stones. Amazingly, it was Fisher's first Web site.

"My background is in publication design," Fisher says, "and I remember the first site I ever saw was Silicon Graphics and I remember going through it thinking, 'What is this? What do you want me to do? What is this here for?' And it made me realize how much like a publication the Internet is. It's like a three-dimensional magazine, and if you don't have anything to say, don't bother."

Most of the approximately 800 photos currently on the site were scanned using a flatbed scanner that will "remain nameless," Fisher says, due to poor customer service. She has just acquired a "lightning-fast" Minolta QuickScan 35 transparency scanner that will allow her to scan directly from the negative.

Although every Web site has its own peculiar design problems, Fisher avoided major problems because she "designed it really, really simply. There's no image maps or anything that can possibly break down."

Fisher works entirely with Macintosh, using an IBM only to look at the page to make sure the site looks like it should for PC users. Either way, she stresses that budding Web page designers need not invest in a high-end CPU.

"I have a PowerMac, but doing stuff for the Internet does not take a lot of processing power, everything's 72 dpi and you can do a very nice Web site with very minimal equipment. All the art files are prepared in Photoshop."

As far as creating the site, Fisher owns a copy of Adobe SiteMill which she finds "fabulous for changing the names of files in existing Web sites and it's really good for fixing broken links and stuff like that," but since the software doesn't support tables, she relies on SimpleText or HTML Editor for banging out the actual code.

Marshall's site currently runs off a UNIX server but Fisher is in the process of setting up a Mac server.

"I've got an old Mac II that has a 15MHz 030 card in it," Fisher says. "It's running System 7.5 seemingly flawlessly, I can barely believe it, and it has the Mac server software on it. I'm pretty sure it would do a pretty good job of serving a page that simple, there's no image maps or anything like that."

While Fisher believes that Web page design is something anyone can do, she maintains that "you will achieve the results that your expertise enables you to get," that expertise being the ability to communicate your ideas effectively. Her experience in working with large companies has proven that having the ability to design a Web site that makes sense is just as important as being an html wizard. "Traditionally, what happened in corporations was the first site was done by people who don't know a lot about communication," she says, "so a lot of these companies are in their second go-around, where they're redesigning their Web site because now they realize they have to treat it like a publication, like it has to be easy to navigate, it has to say something and say that something logically." ■

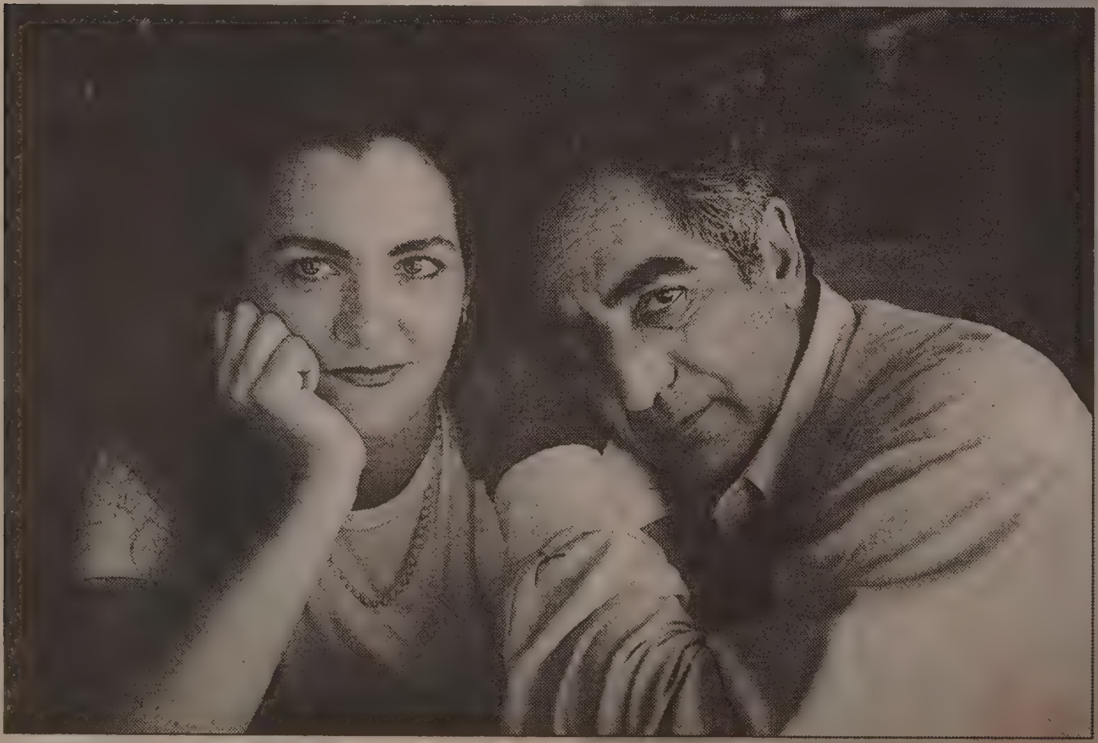
PHOTO: JAMES MASON

Kimberly Fisher and Jim Marshall

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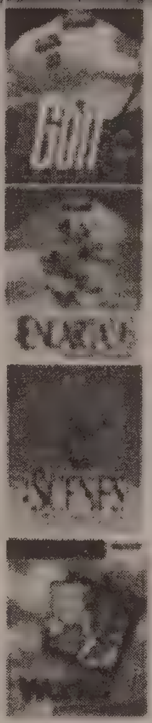

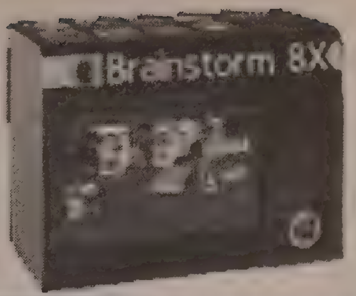

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BMUG • By David Morgenstern

Increasing The Power Of Printing

A Look At New Driver And Utility Software Plus A Visit To PC Expo In The Big Apple

This month is printing month for the BMUG column, with a look at the latest specialty driver and utility software. A pair of the products extend the usefulness of Apple's QuickDraw GX technology that comes with System 7.5, while another works with an ordinary GX-less installation.

In addition, I'll run down a tip from the BMUG Helpline and give you some news from PC Expo, a New York show held in June.

Mindful Output

Years ago, printers were one of the big headaches for Mac users. While everyone had a pioneer forgiveness about the tendonitis induced by the endless swapping of floppy diskettes needed to use the first generation of Macs, few people could understand how such a ubiquitous technology could cause so many problems.

Every BMUG meeting had a section devoted to printer problems. This was the era of impact printers with pin-feed paper, which caused many difficulties, but there were also growing pains with some PostScript laser printers.

Today's laser and inkjet printers offer such strong performance and value that there are few complaints—other than the timeless complaint about slow print times. Sometimes more is better: there's a primary relationship between performance (how fast you get your finished pages in the tray) and how much dough you're willing to outlay. A laser printer is almost always faster than an inkjet. And more expensive.

But hardware is not the only part of the equation for print performance. Software also has a place.

I recently saw a demonstration of LaserMerge Electronic Paper 2.0, a new printing utility from MindGate Technologies. It has a boatload of interesting features, many of which are found in QuickDraw GX.

While the GX printing architecture has gained most of the attention of developers over the past year, the $95 Electronic Paper works with any Mac running System 7.x.

The software lets you scale and rotate text from any application, even in a simple editor or database program. You can also put "watermarks," which are gray or colored words or an image that floats behind the primary text on a page.

Electronic Paper works by creating a special software layer between the Mac and a printing device, including a fax modem. The layer holds print templates that can apply effects to just parts of a page, or simple adjustments to the whole. If you're working with a database program or mail merging a list and can't seem to get certain text placed exactly right, you can make the small tweaks in the Electronic Paper template instead of the application.

In addition, the templates let you create pamphlets or layout text automatically for day-planners. These are capabilities found in some personal information manager applications, as well as standard and QuickDraw GX utilities.

It also supports a caching feature found in PostScript Level 2 printers that can store an image or text (like letterhead) and then stamp it on subsequent pages and jobs. This caching can really speed up print jobs since the images usually need to be present each time they're used. Time is cash, they say.

LaserMerge comes with a designer application that lets you create the printing templates. It sports about forty commands for fooling around with text formatting, including automatic barcodes and serial numbering.

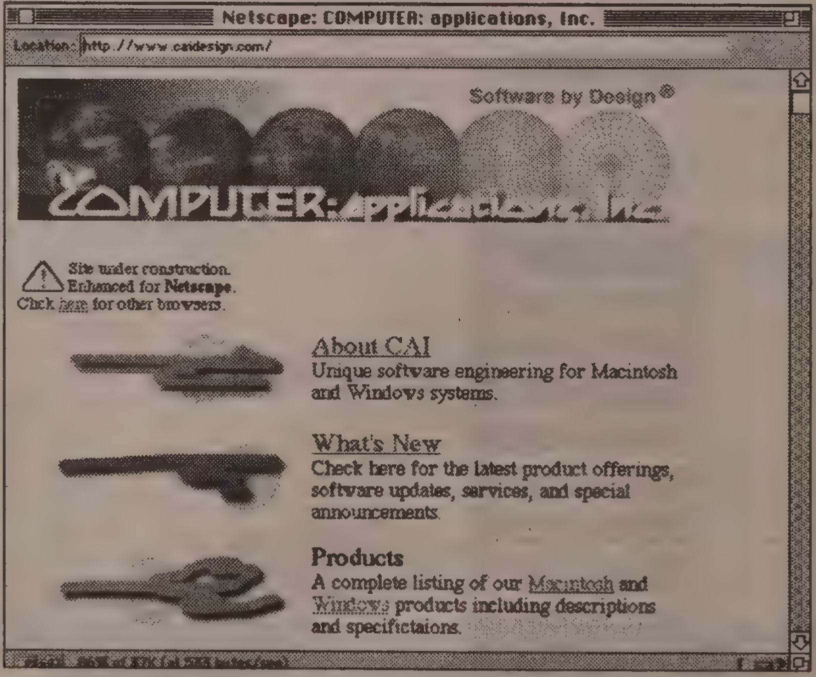
If you have a competing print utility, you can pick up LaserMerge for $40.

MindGate Technologies Inc., Flintville, TN. (615)937-6800 or 1-800-648-6840; fax (615)937-6801; *sales@mindgate.com*; *http://www.mindgate.com* .

Gee Whiz GX

GX is coming on strong nowadays. It doesn't require as much memory as it once did and it's starting to be used by non-printing applications, such as a forthcoming low-price video editing package from Digerati Multimedia, Inc. of Santa Cruz.

Computer:applications, a vendor of printer drivers for Macs and PCs, recently extended the usefulness of GX with a neat addition to the company's $129.95 OnPage driver package.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OnPage GX takes the PostScript Printer Description (PPD) settings used by LaserWriter 8.x and lets users select them in the standard GX print dialog box.

This utility fixes a problem that GX users face—they can't access many of the cool features found in some PostScript printers, especially high-perfor-

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mance network models, unless there is a GX-specific driver. So if there's a PPD for a printer (and there's almost always one), OnPage GX users can select from all the features that are available, such as built-in envelope and specific paper trays, stapling, collation, and booklet printing.

The company also makes a GX driver for HP PCL-compatible laser printers. Its MacJET GX driver, priced the same as OnPage GX, knows about various flavors of HP GL, a common language used in PC-market printers instead of PostScript. These printers are usually cheaper than PostScript versions.

In addition, both the MacJET and OnPage GX drivers give users better control over fonts via custom tables for font downloading and substitution. For example, you can tell the printer to use a built-in font for a one that is usually downloaded.

Computer:applications Inc., Raleigh, N.C., (919)846-1411; fax (919)846-1412; *http://www.caidesign.com* .

Standing Tall In The Big Apple

As one might expect from its moniker, PC Expo is not the highlight of Apple's yearly calendar—even though it's held in the Big Apple. The show is focused primarily on business computing with PCs running some Intel-ish processor.

Ignoring the usual summer doses of hot rain and traffic snarls, more than 130,000 attendees turned out for the show. The global Internet buzz drew many walk-ins, but most of them were discouraged by long check-in lines that required a wait of more than two hours.

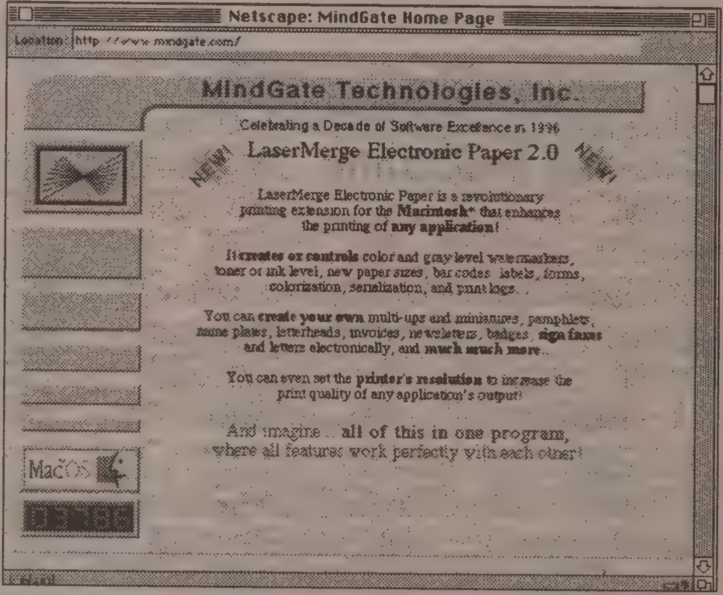
Even after making it through several queues to pay and register for the Expo, the newbies were then faced by the usual bewildering jumble of booths in the multilevel Javits exhibition center. Much like the Internet's actual widespread physical makeup, the net-centric products were to be found in almost all booths. But it's a wonderful town—er, tech!

Apple, IBM, and Motorola showed a working PowerPC Platform machine, previously called CHRP (Common Hardware Reference Platform). It ran Win NT and then could immediately reboot with the Mac OS (System 7.5.x.). I was told these machines will ship from several vendors in the late fall.

The Apple product that gained a lot of respect from this PC-oriented crowd was the Newton. The pavilion was packed with attendees checking out the personal digital assistant. Hello!

After the Newton's original over-hyped do-it-all marketing approach was nixed, Apple has tried a vertical-market focus for the Newton. It seems to be working with the business-oriented PC Expo crowd. Several companies with client-server databases are using the MessagePad for remote connections; some of them do not offer a Mac client and use the Newton's Windows-based software for synchronization with desktop systems.

Apple took the opportunity to release its Newton Internet Enabler 1.0 (NIE); which lets devices running Version 2.0 of the Newton OS hook up with TCP/IP networks for services such as Web access and email. Many vendors showed wireless connections via PC Card modems. Very cool.



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And imagine... all of this in one program, where all features work perfectly with each other!

There were a number of demonstrations of email applications that let people pick up and send their mail from the Newton. The combo of the MessagePad 130 and the vastly improved Newt OS 2.0 is sharp. It's great to carry your PowerBook everywhere, but there's a big difference between the 4 to 7 lbs. for a notebook system and the 1 lb. weight of a MessagePad.

There were also a number of Web browsers for the Newton. Of course, a small monochrome screen isn't going to rival a desktop machine with a color monitor, but the new products let you remotely access Internet-based resources or corporate intranets.

I was really impressed with the beta of Newt's Cape Version 1.3 browser, a shareware product from the team of Steve Weyer and Greg Simon. The $35 software lets users create and save Web pages in NewtonBook format for viewing later. Newt's Cape Version 1.2 is available at *http://www.netaxs.com/~weyer/newto newtscape.html* .

Apple's NIE is available a *http://dev.info.apple.com/newton/tools/nie.html*

Sony Electronics, Inc. made a big splash wit VAIO, its first computer systems aimed at th U.S. consumer market. The machines are a pai of minitower Windows 95 systems price between $2,000 and $3,000 that have multimedia monitors. Both sport a high-style gun-meta gray enclosure as well as a software interfac called VAIO Space (VAIO stands for video audi integrated operation). Catchy.

The boxes also offer a rich assortment o names, which may lead to confusion on the retailer front. In addition to the VAIO sobriquet stamped on the case, the models are called the PC by Sony as well as the PVC-70 and PVC-90.

It will be interesting to see how Sony finds handling a support operation for Win 95 computers, rather than just consumer products and computer peripherals. This is a big leap for Sony and it's easy to misstep.

Beautiful industrial design for enclosures is great, but usability for computers is primarily found in system and application software interfaces. Integration of software with hardware is icing—an area where Apple continues to hold a lead.

EDOs And Don'ts

There's a popular type of memory called EDO (extended data-out) memory that can boost performance in some PC systems. At the moment, Macintosh computers cannot take advantage of EDO DIMMs, but several forthcoming Mac models will be able to.

However, the Power Mac 7500, 7600, 8500, and 9500 models can handle EDO memory, even though there're no performance gains. But what is good for one Mac is not good for all models and EDO can damage a computer.

As you can see, the Power Mac 7200 is missing from the approved list. Beware! Apple said EDO memory can screw up the motherboard and any non-EDO DIMMs in the machine. The Performa 5400 is still being looked at for compatibility, so it's better to play it safe right now and not install EDO in flavors of this model. ■

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continued on page 20

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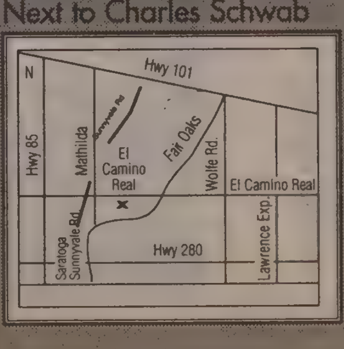

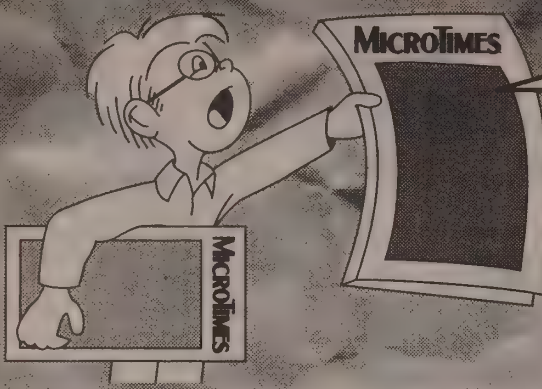

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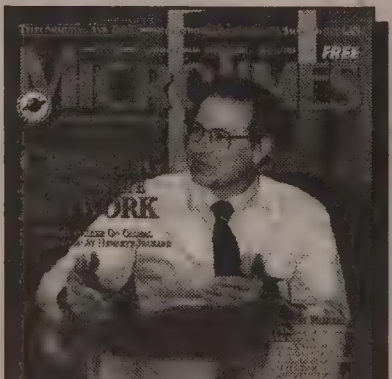

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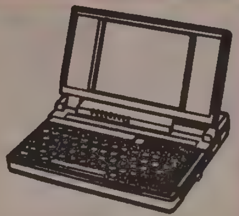

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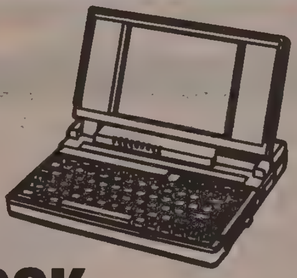

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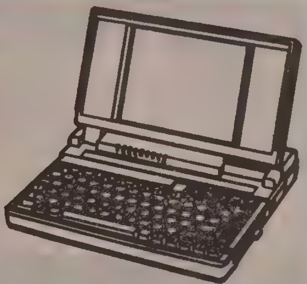

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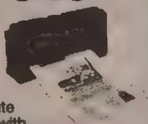

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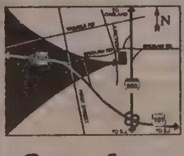

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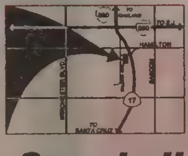

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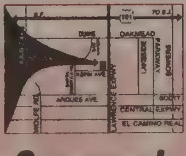

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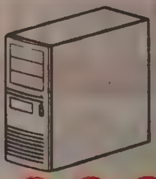

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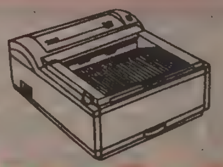

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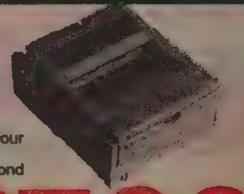

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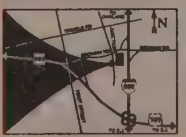
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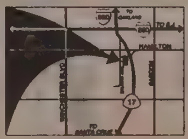
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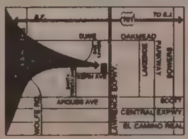
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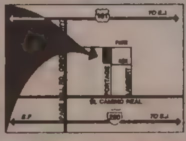
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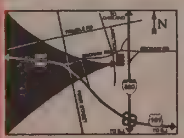

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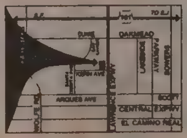

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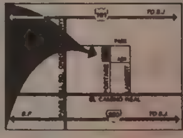

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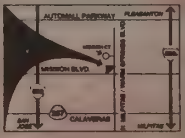

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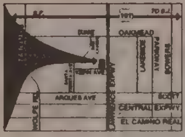

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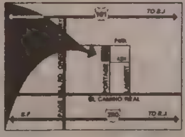

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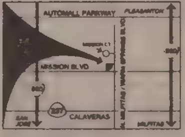

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- Less than 5 Pounds

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Put your fonts in order & put your focus on creativity. The best selling font manager in the world, is now the most complete and easy to use! New Suitcase is packed with exclusive, automated features that make it easier than ever to manage your fonts freeing you to do do your best creative work.

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NETSCAPE

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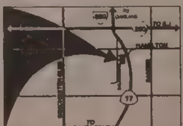

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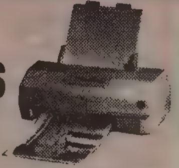

- Photo Quality color in Epson 720 dpi mode
- Separate cartridge for crisp black text
- Prints on plain paper, envelopes and Epson's premium coated, glossy paper and transparencies
- Compatible with Windows 3.1x, Windows™ 95, Windows for Workgroups 3.1x

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EPSON® STYLUS COLOR II

- 720 X 720 dpi photo quality color
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- Prints up to 4 pages per minute in black
- Compatible with Windows 3.1x/95 and Macintosh Single user, System 7.1 or Later

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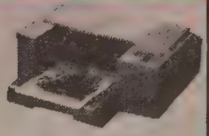

- Photo Quality • True Black Laser Quality Text
- Prints on plain paper, envelopes and Epson's premium coated, glossy papers and transparencies
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- Compatible with Windows and Macintosh
- Optional Adobe PostScript with Pantone Color Calibration
- Prints 720 x 720 on Plain Paper

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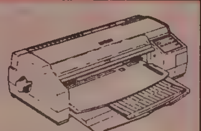

- True black laser quality text
- Photographic quality color
- Versatile paper handling
  - Accepts paper sizes from 4" X 4" to C-Size (17" X 22") (actual printable area 13" X 21.78")
  - Handles single sheets and continuous forms
- Compatible with Windows®
  - Windows® 95, Windows 3.1x, Windows for Workgroups 3.1x, Macintosh, AutoCAD® for DOS
- Compatible with Macintosh® (interface board sold separately)

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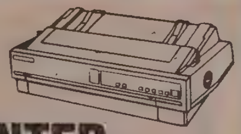
EPSON® LQ-1070+ 24-PIN PRINTER



- 136 Column
- 269 CPS Draft
- 10 Fonts
- 2 Scalable Fonts
- 252 CPS Draft Mode
- 84 CPS NLQ Mode

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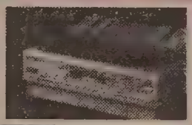
EPSON® LQ-570+ 24 PIN PRINTER WITH SCALABLE FONTS!



- 80 Column
- 269 CPS Draft Mode
- 112 CPS Letter Quality
- Four Scalable Fonts
- 360 dpi with Optional Film Ribbon

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PRINTERS

SuperScript™ 610 PLUS LASER PRINTER

- True 300x300 dpi laser printer with Sharp Edge Technology
- Speedy output delivers 6 pages per minute
- On-screen printer control panel and animated printer status
- Free telephone support and a 2-year warranty
- Windows® 95, 3.1x, and DOS compatible
- Free printer cable included

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SuperScript™ 660 LASER PRINTER

- True 600x600 dpi laser printer with Sharp Edge Technology
- Speedy output delivers 6 pages per minute
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- Windows 95, 3.1x, and DOS compatible
- Free printer cable included

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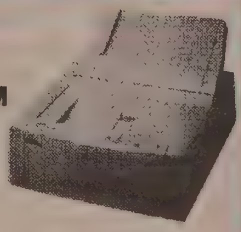
SuperScript™ 860 LASER PRINTER



- Speedy laser output delivers 8 pages per minute
- High-quality 600 X 600 dpi resolution with NEC Sharp Edge Technology
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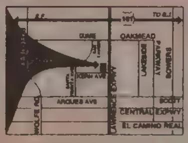

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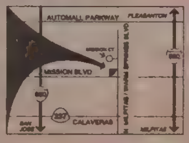

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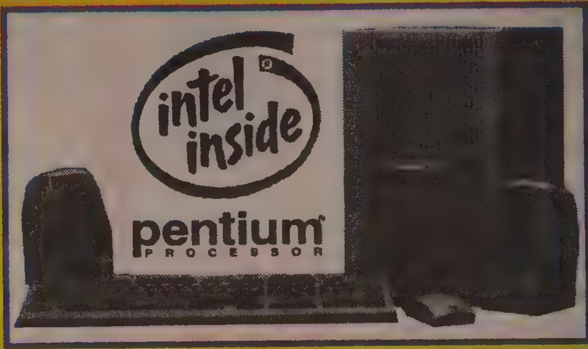

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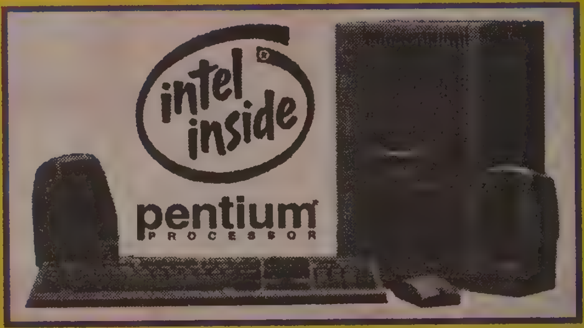

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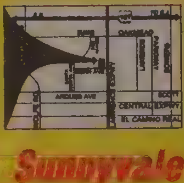

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- Caller ID Data (to capture phone numbers)
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- Remote message retrieval
- Alternating voice and data on a single call
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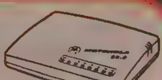

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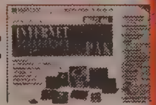

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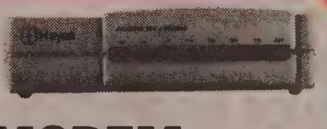

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- Cables included

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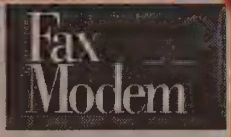

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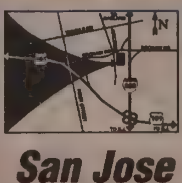

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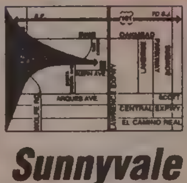

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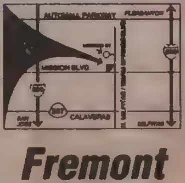

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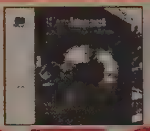

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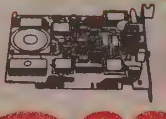

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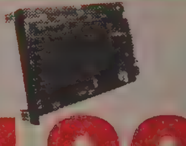

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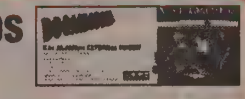

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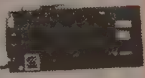

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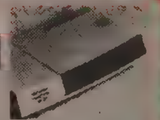

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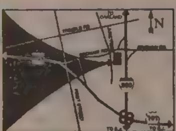

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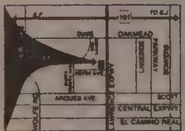

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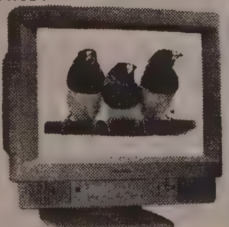

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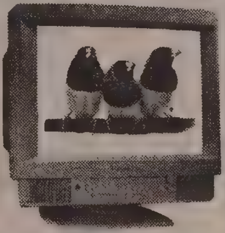

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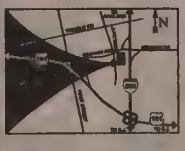

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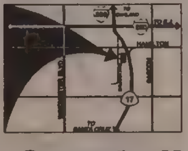

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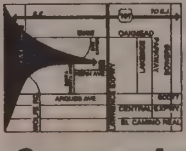

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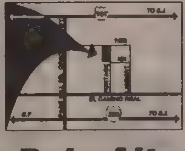

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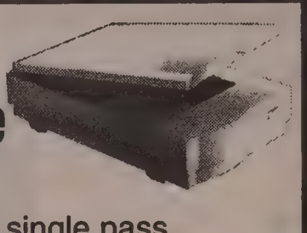

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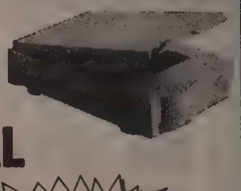

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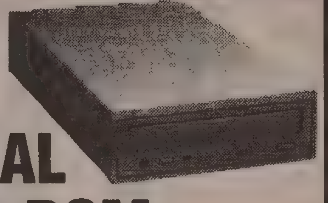

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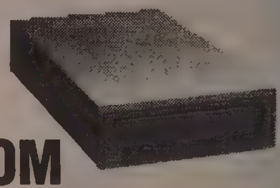

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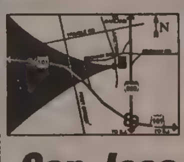

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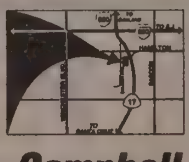

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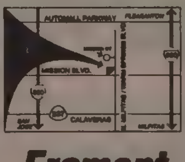

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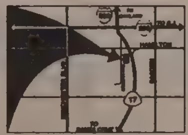

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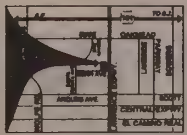

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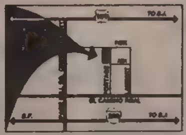

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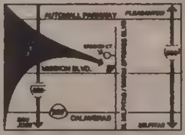

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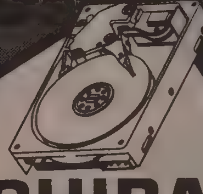

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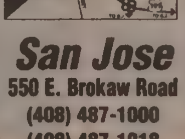

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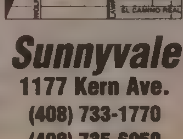

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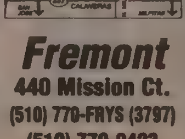

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SAMSUNG ELECTRONICS

1.2GB ENHANCED IDE HARD DRIVE

- 11msec Seek
- 128K Buffer
- 3.5" x 1"
- 3 Year Warranty

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COMPLETE LOW PRICE GUARANTEE!

Quantum SIROCCO

2.5GB FAST ATA-2 HARD DRIVE

- 11ms Seek Time
- 128K Buffer
- 4500 RPM
- 3.5"X1"
- 3 Year Warranty

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- Uses Enhanced IDE Interface
- 3.5" X 1"HT.
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- 120K Buffer
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HUGE SELECTION of drives from Quantum, Seagate, Maxtor, Samsung, Western Digital, Toshiba, Fujitsu, Conner, and IBM !

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Offers Complete Solutions; Everything You Need to Install Your Drive.

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- 64K Buffer
- 3.5" x 1"
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- 3.5" x 1"
- 11ms Seek Time
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- 4500 RPM
- 3 Year Warranty

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INSTALL DRIVE WHILE YOU WAIT*

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2.04GB ENHANCED IDE HARD DRIVE

- 12ms Seek Time
- 64KB Buffer
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- 2 Year Warranty
- 3.5" x 1"

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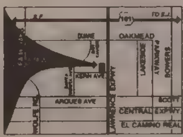

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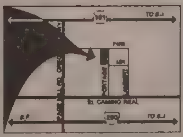

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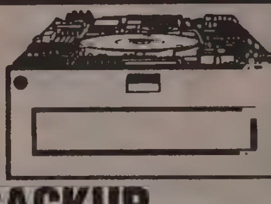

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MYTAPE TRAVAN 800MB INTERNAL TAPE BACKUP

- 800MB Internal Tape Backup Backward Compatible with QIC-80 Cartridge

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- Travan Technology
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- Windows® 95, WIN/DOS Compatible

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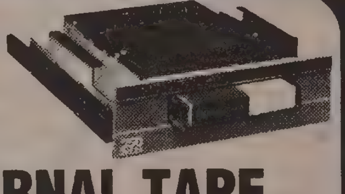

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- Read/Write Compatibility w/ QIC 80/wide

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EAGLE TR-3 TRAVAN UP TO 4.4GB TAPE BACK-UP

- Up to 20MB/MIN
- Compatible with TR-1
- QIC-Wide extra
- For PC
- Internal for PC

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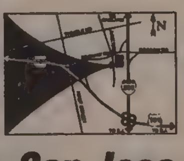

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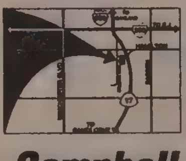

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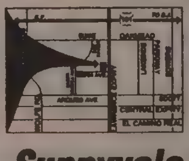

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QUAD SPEED SCSI CD-ROM

- 600KB Transfer rate
- 200MS Average access time
- 128K Buffer
- Auto Load/Unload

$\$89^{99}$

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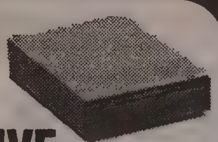
ACER

8xIDE CD-ROM DRIVE



- Internal Eight-Speed IDE CD-ROM
- 1200KB Per Sec Transfer Rate
- Average Access Time 185 Msec
- Buffer Memory 128KB
- Complete with Audio, Data Cables and Manual

$107

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QUICKPCMCIA CD™

- Portable double speed PCMCIA CD-ROM drive.
- PCMCIA type II commector
- Plug & Play
- No external power required super low power consumption.
- Easy to carry.

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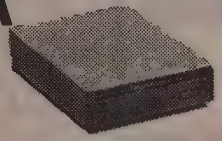
5602B 8x IDE CD-ROM DRIVE



- 1200KB Transfer Rate
- 145ms Access Time
- Power tray

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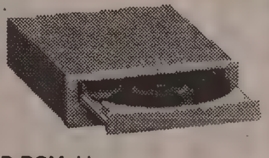
Blaster CD 8X



- True 8X speed IDE CD-ROM drive
- Plug and Play IDE interface card
- 100% Sound Blaster compatible
- Bundled Software: Grolier Encyclopedia, Nascar Racing, Cyclemania, Quick CD CD Player

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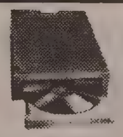
#320509

HEWLETT PACKARD
Authorized Dealer

SureStore CD-Writer4020i Internal 650MB SCSI-2 5.25" Recordable CD Drive



- 650MB capacity
- 4X Read
- 2X Write
- 1MB Buffer
- SCSI-II Card
- 2 Blank CDs (Media)

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QUICK CD PORTABLE PARALLEL PORT QUAD-SPEED CD ROM DRIVE

- 600 KB/Sec. Transfer Rate
- 150 Millisecond Average Access Time
- High Performance
- Plug and Play Installation
- Simply Connects to Printer Port

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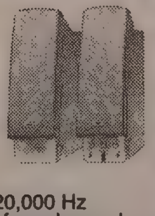
AMPLIFIED COMPUTER SPEAKERS

LCS-3010



- 20 Watts RMS system
- Frequency response: 48 Hz-20,000 Hz
- Transmission line technology for enhanced bass response
- Includes AC adapter
- Subwoofer output jack

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labtec

JENSEN

JPS45 HIGH PERFORMANCE AMPLIFIED SPEAKERS SYSTEM

- Powered Required ...14 volt DC (AdapterIncluded)
- Rated Output Power: >5 Watt • S/N Ratio (Output 1 Watt, JIS-A) : > 70db
- Speakers: 2" Tweeter, 3 1/4" Woofer

* After $10 mail-in rebate. In-store price $74.99.

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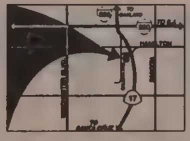

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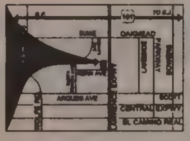

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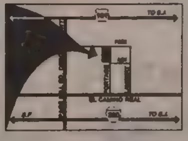

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MOUNTAIN BIKE GIVEAWAY

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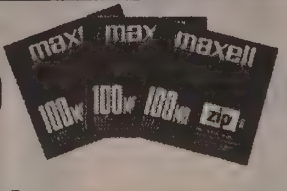
WINNER NEED NOT BE PRESENT TO WIN. NO PURCHASE NECESSARY TO ENTER DRAWING. SEE STORES FOR DETAILS.

maxell 3-PACK FORMATTED ZIP DISKETTES



Conveniently formatted for IBM or MAC, this 3-pack adds 100MB of data storage at a time.
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maxell MF2-HD 3.5" DS/HD IBM FORMATTED DISKETTES

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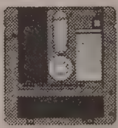
$6.49

maxell 3.5" 128MB REWRITABLE OPTICAL DISKETTE



OC-012 M/O
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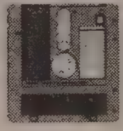
$18.99

maxell 3.5" 230MB MAGNETO OPTICAL DISKETTE



2ND GENERATION
MA-M 230
#1930735

$19.99

maxell 3.5" DS/ED 4MB EXTRA HIGH DENSITY DISKETTES

BOX OF 10
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$24.99

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90 meters
DDS approved
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Long Length
Version of DC6150
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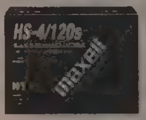
$16.99

maxell HS-4/120s 4 GIGABYTE 4mm HELICAL-SCAN DATA CARTRIDGE



124 meters
DDS approved
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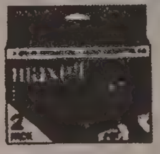
$19.99

maxell DC2120R TWO PACK QIC-80 FORMATTED



- 1/4" Data Cartridge
- 120MB up to 250MB

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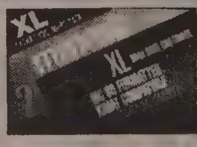
maxell DC2120XL TWO PACK QIC-80 FORMATTED



- 170MB up to 350MB

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$28.99

maxell CS-600XD 155MB STREAMER CASSETTE

- Compatible W/TEAC CT600N and MAYNARD 90506

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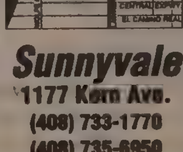

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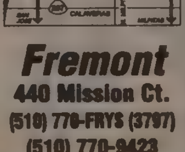

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- The Ultimate Scan Converter under $150

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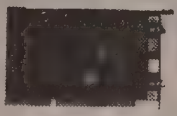
WATCH TV ON YOUR PC!



- Full Screen
- 24-bit True Color
- Audio and Video controls
- 181 Channel Cable Ready, VHF/UHF, VHS, Video
- VGA Loop Through - No feature connector required

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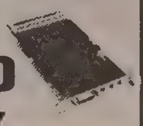
GRAVIS ULTRA SOUND PLUG & PLAY



- Value-priced 16-bit wavetable sound card
- Full-duplex for Internet phone applications!
- Simultaneous record and playback
- 16 Stereo channels
- Automatic Windows® 95 Plug & Play setup
- Upgradeable to 8MB of RAM for custom sounds and stunning effects processing
- DAT-quality playback
- 32 Digital channels
- IDE CD-ROM interface
- 3 year warranty

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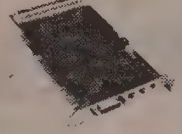
GRAVIS ULTRASOUND PLUG & PLAY PRO



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- Ships with 512K on board D-RAM
- Full-duplex for Internet phone applications!
- Simultaneous record and playback
- 16 Stereo channels
- Automatic Windows® 95 Plug & Play setup
- Upgradeable to 8MB of RAM for custom sounds and stunning effects processing
- DAT-quality playback
- 32 Digital channels
- IDE CD-ROM interface
- 3 year warranty

$169

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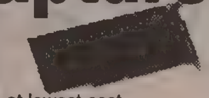
VideoCapture FPS/60



- Highest quality video capture at lowest cost
- True S-Video quality in and out
- See everything on your computer monitor. No NTSC monitor needed with the FPS/60's simultaneous overlay
- One board, easy to install, no jumpers.
- Captures and outputs all 60 fields at 30 frames per second

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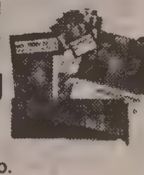
MIRO DC1

Desktop Video Editing System for Windows



The video solution for real-time capturing, editing and playback of video. Includes Adobe Premiere for Windows.

- Capture digital VHS video to your hard disk
- Add transitions, titles and special effects
- Print to tape in full-size NTSC or PAL with S-VHS quality
- Now with crystal flying fonts pro

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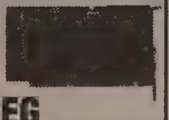
MAGIC MAXIMA MPEG ACCELLERATOR CARD



- Full compliance with MPEGstandard (ISO 1172)
- 30fps (NTSC), 128000 effective colors for true life video
- 24 bit VGA color key: Replace any VGA color with full motion video
- Layers I and II (16-bit CD-quality sound sound), 16-bit stereo, 32kHz/48kHz sampling rates
- 1280 x 1024 -16.7 million colors at 75Hz

$297

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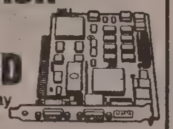
TURTLE BEACH TBS-2000 SOUND CARD



- Window '95 Plug and Play
- Soundblaster Compatible
- 32-Voice Hardware, Wavetable Synthesis
- Enhanced EIDE CD-ROM Controller
- 128 Wavetable instument in 2MB ROM

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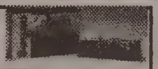
CREATIVE LABS, INC.



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Next generation Sound Blaster with 32-note wave-table synthesis for the ultimate multimedia audio experience • 512K RAM supports true 3D positional audio and Sounsfonts • Full Plug Play hardware support for ease of installation and use • Creative 3D stereo enhancement technology • ATAPI compliant IDE CD-ROM interface which supports all standard IDE CD-ROM drives Full supports all drives.
Full support for Windows 95, DOS, and Windows 3.1

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TeleWave Audio 32

DSP based wave table and FM synthesis combo sound board.• 32 simultaneous stereo voice polyphony and General MIDI standard support with 128 instruments • 2MB of CD-quality sampled instruments sounds stored on ROM • Full Compatibility with all major sound standards including Sound Blaster, MPU 401, MT-32 and Windows Sound Systems.
Built-in CD-ROM interface supports Sony, Mitsumi, Panasonic and IDE.
Easy start installation.

$85

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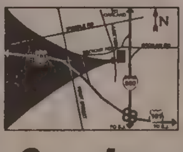

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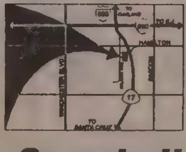

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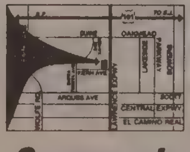

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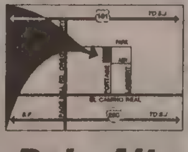

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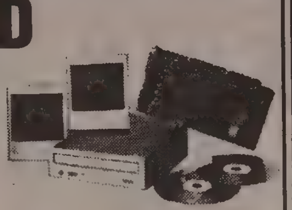
MULTIMEDIA

HIVAL/EIGHT-SPEED MULTIMEDIA KIT



- Internal Eight-Speed IDE CD-Rom Drive
- 1200KB Per Second Transfer Rate
- 185 Msec Average Access
- 128KB Buffer Memory
- 16-Bit ESS Sound Card and Multimedia Speakers
- Complete with all Cables and Manuals
- Includes favorite games like Critical Path, Dune, Mega Race, Interplay's Anthology, and 50 Shareware Titles

$199

#346565

Sun Moon Star

6x WAVETABLE MULTIMEDIA KIT

- **16 Bit Stereo Wavetable Card**
- 6X internal CD Rom Drive
- 200ms Access Time
- Includes Speakers
- Windows® 95 Compatible
- Includes Groliers 96, Al Unser Jr, Internet on Line

$187*

*After $40 mail-in rebate.
In-store price **$227.**

#316016

TeleVideo®
MULTIMEDIA

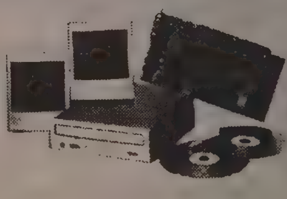
TELEVIDEO TELEMEDIA FAMILY VALUE 6x MULTIMEDIA KIT

- Fast 6xCD-ROM Drive and stereo amplified speakers.
- Software includes Microsoft Money, Works, Encarta 96, Golf, Dangerous Creatures, Undersea Scenes Collection, and 550 shareware games
- Excellent 16-bit Plug'n Play stereo sound card with 3 dimensional sound.
- EZ Installation Video

$197

#359258

6-SPEED MULTIMEDIA KIT



- Internal 6-Speed CD-ROM Drive w/900 Kbyte/sec transfer rate
- 16-bit Sound Card
- 48 watts PMPO
- 3" Desktop Speakers
- Microphone
- Installation Kit - Complete with all cables, hardware, and manuals
- 30 CD titles and utilities, including Compton's InteractiveEncyclopedia
- Internet Titles plus NetPhone software for phone conversationswith other Internet users worldwide

$147

#257397

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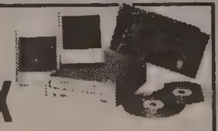
DISCOVERY CD 8X MULTIMEDIA KIT



- True 8X speed CD ROM Multimedia Upgrade Kit
- Includes Sound Blaster 32 PNP upgradeable sound Card
- 8X IDE CD-ROM DRIVE
- High performance, powered stereo speakers
- Bundled with 12 of the newest and hottest software titles PLUS 5 utilities

$379

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DIAMOND
MULTIMEDIA

8X MULTIMEDIA KIT

- Super fast eight -speed CD-ROM drive with 1,200KB/secondtransfer rate and 240ms access time
- 16-bit, 1MB wavetable Diamond sound card with 3D sound support
- Plug & Play ready for Windows 95
- 5 hot software titles including Myst™, Magic Carpet™, Rebel Assault™, Sim City 2000™, and Compton's Interactive Encyclopedia™ 1996
- Yamaha stereo speakers
- Six additional software utilities for sound recording, editing and playback capabilities
- Several tools for installation easy.

$339

#2086567

TURTLE BEACH SYSTEMS

8-SPEED MULTIMEDIA KIT

- Turtle Beach "Award Winning" Tropez 32 Wavetable Sound Card
- IDE CD-ROM Drive-1200Kbs/sec. transfer rate, 149ms seek time
- Windows "95 Plug and Play & SoundBlaster Compatible
- Infopedia, Gaming Software, & Internet CD Included

$327

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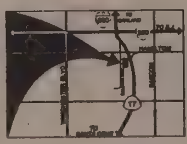

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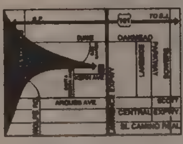

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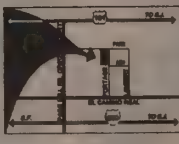

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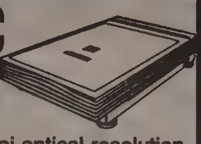
ScanJet 4C



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- 30-bit color internal and 10-bit grayscale internal
- 2400 dpi enhanced and 600 dpi optical resolution
- Share, file and edit electronically with included Visioneer Paperport software
- Optional 50-Page automatic document feeder
- Optional transparency adapter
- One year warranty

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A Brandname of TECO Information Systems

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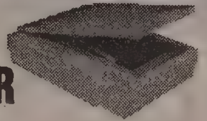

- 30-bit RGB bits per pixel
- 600x1200 dpi optical resolution
- One pass or three pass scanning method
- Bi-directional parallel and SCSI interfaces
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- Scantastic, PIM & DA, Adobe Photoshop,Kais Power Tools, SCSI cable, and terminator configurations.

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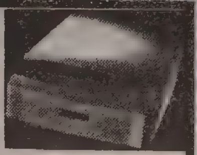

- 300 X 600 DPI
- 24-Bit Color
- Includes Interface
- Graphic and OCR software

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EASY PHOTO SMART PAGE SCANNER

Up to 1200 dpi enhanced resolution, 300 dpi optical resolution Reads from wallet size to legal size photos and pages • 10 page automatic document feeder • EasyPhoto Workshop makes it easy to edit and enhance photos • OCR software automatically converts text to a word processing document

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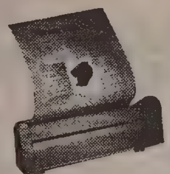
PaperPort Vx OCR Scanner

For Windows



- 256 Gray Levels
- Feed any piece of paper into PaperPort Vx and it's automatically displayed on screen!
- Software package included

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One touch scanning, copying, filing, and faxing - Personal Document Scanner (PDS)

- PDS-3000
- Parallel port interface
- 300dpi B&W/Grayscale
- Small footprint
- Automatic document feed holds 10 pages
- TWAIN driver support
- Quick and easy installation

$149

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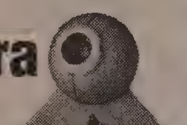
COLOR QUICKCAM

Digital Video Camera for PC



- 640x480 pixel resolution color CCD
- Connectix VIDECTM technology for faster frame rates and larger frame sizes
- Manual adjustable focus
- 24 bit color max (1665 min)
- QuickPict and QuickMovie software

$219*

*After $30. Mail-in rebate.
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- Video Blaster RT300 video capture and compression card
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- High-Speed Fax/Data Modem
- ShareVision software
- Hands-Free Audio Headset
- All necessary cables

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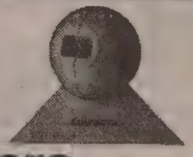
CONNECTIX QUICKCAM

Digital Video Camera for Windows



- CCD-based digital video camera
- Resolution up to 320x240 pixels
- QuickTime and AVI movie recorder and editor
- Still picture capture utility
- Windows 95 compatible video screen saver module
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- Camera Stand

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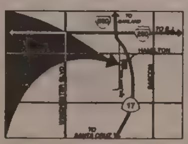

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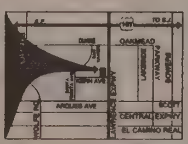

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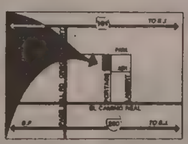

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MicroComputer Accessories, Inc.
A Rubbermaid Company

KEYBOARD STORAGE DRAWER

Drawer tucks away when keyboard's not in use, elevates the monitor to reduce neck strain, plus padded wrist rest doubles as storage compartment.

$34.95

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UNDERDESK KEYBOARD DRAWER

Mounts underneath work surface to reduce desktop clutter. Holds most regular enhanced keyboards

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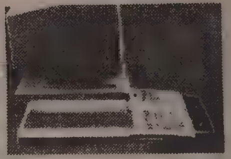

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Keyboard Slides Out Of Way When Not In Use!
- Built-in padded wrist rest for keying comfort
- Stores conveniently
- Sturdy, adjustable base fits any size hardware

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- Stylish Organize for CD-ROM at home and the office
- Quick access to twenty-for of your favorite audio CDs

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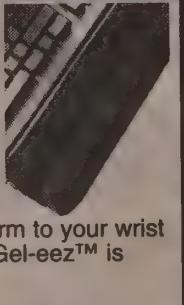
CASE LOGIC Gel-eez™ WRIST REST FOR FULL-SIZE COMPUTERS



Gel-eez™ features dual gel-filled chambers that conform to your wrist shape for maximum comfort when you're not typing. Gel-eez™ is filled with safe, non-toxic gel.

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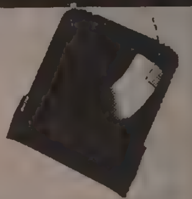
CASE LOGIC GEL-EEZ WRIST REST AND MOUSE PAD



Gel-eez wrist rests feature dual chambers that conform to your wrist shape for maximum comfort when you're not typing or using the mouse. Gel-ease products are filled with safe non-toxic gel. When combined with proper arm and hand positions, Gel-ease can reduce the risk of repetative stress injuries.If your doctor recomends cold therapy, it can be refrigerated for cool soothing relief.

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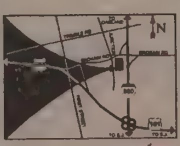

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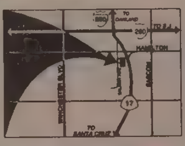

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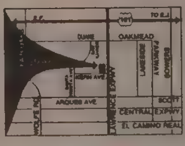

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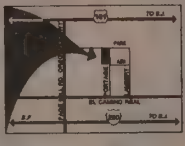

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ALPS GLIDEPOINT KEYBOARD

ThisAlps GlidePoint Keyboard puts you in complete control of your PC. Everything you need is combined into one innovative, integrated design- the built-in Alps GlidePoint touch pad controls the cursor, Window 95 keys give you instant command over your applications, and premium Alps mechanical keys deliver a firm touch and long life. Includes a contoured wrist rest and a PS/2 to serial port adapter.

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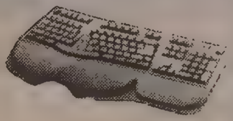

PC CONCEPTS

ERGO KEYBOARD

- PS/2 Connector
- Windows 95 Compatible
- Natural Style Design

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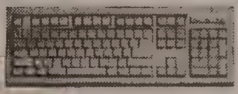

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- Windows® 95 Keys
- Erase-Eaze™ Ergonomic Backspace Key
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- Large, comfortable ball
- Easy-to-click buttons
- Customizable software
- Five warranty
- For IBM

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The only mouse that can be used on and off the desktop

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PROGRAMMABLE 3 BUTTON MOUSE

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- 400 DPI
- Total Microsoft Compatibility
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F-16 Style joystick with 3 buttom plus Trigger of rotary throttle.

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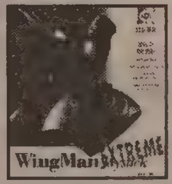
WingMan™ Extreme Joystick



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- Four-way view switch
- Rubber-encased buttons for sure-fire accuracy
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- Seven-foot cable easily reaches your computer
- One year warranty
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Microsoft SideWinder™ 3D Pro Joystick With Mechwarior II

The Microsoft® SideWinder™ 3D Pro joystick works with your Windows®-based and MS-DOS®-based games. The new high-powered digital mode adds enhanced precision and reliability when playing games for the Windows 95 operating system. New optical tracking eliminates drift problems found in standard analog joysticks.

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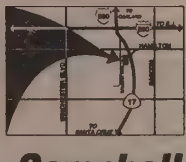

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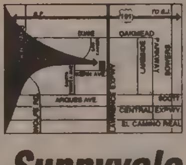

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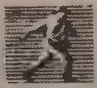

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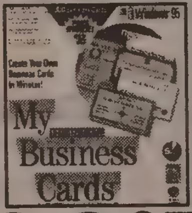

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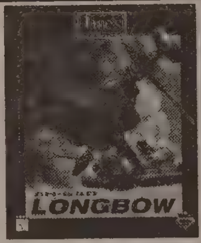
AH-64D LONGBOW



Produced by critically acclaimedcombat simdesigner Andy Hollis (Gunship, F-15 Strike Eagle III, F-19 Stealth Fighter), AH-64D Longbow represents over 40 man-years of development effort, almost a century of Jane's expertise, and has been fully tested by U.S. Army Combat Pilots.

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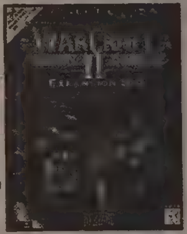

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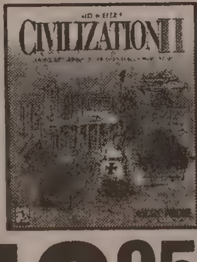

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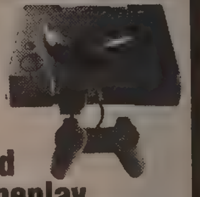

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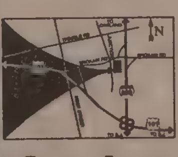

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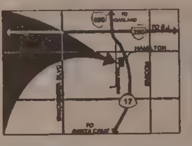

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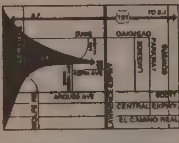

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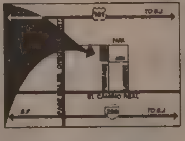

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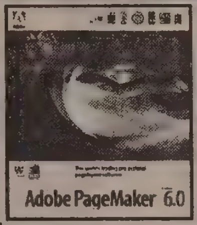

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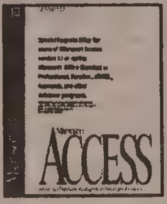

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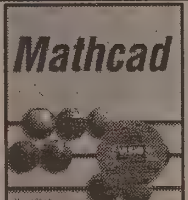

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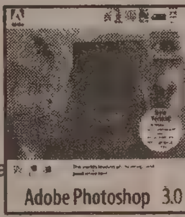

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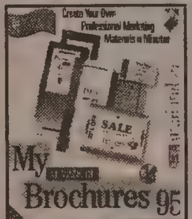

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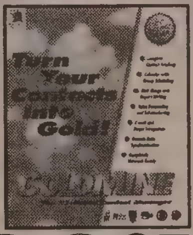

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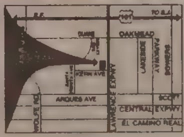

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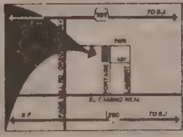

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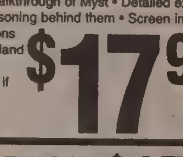

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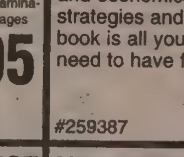

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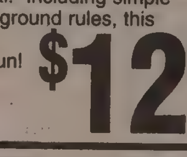

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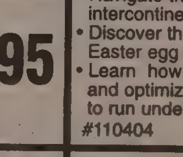

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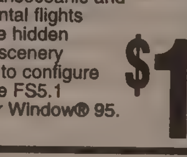

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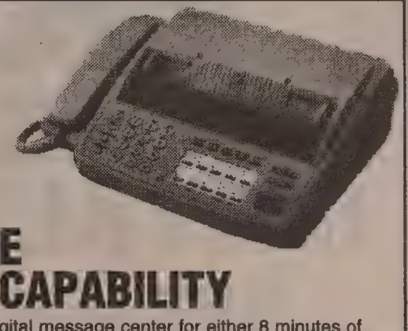

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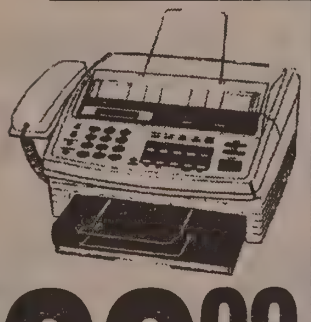

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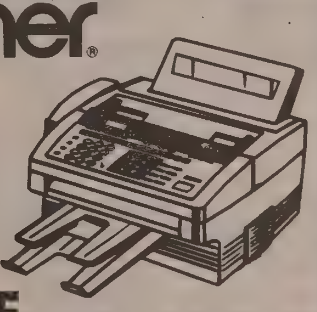

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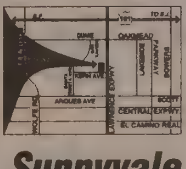

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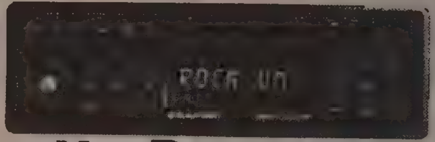

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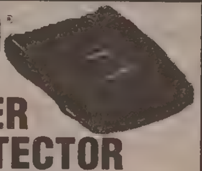

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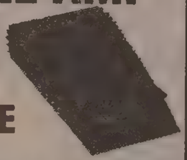

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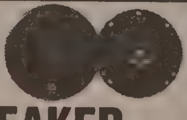
MODEL AL-210
#2098562

JVC



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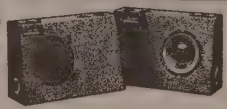

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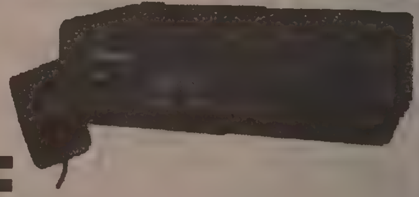

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Connect this 10-disc CD changer to your existing car radio to receive CD sounds. Includes RF modulator to conveniently connect to your radio antenna. Compact size with full shock and vibration protection for horizontal or vertical mounting in the trunk, glove box, or under the seat.

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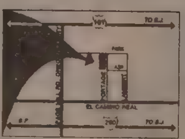

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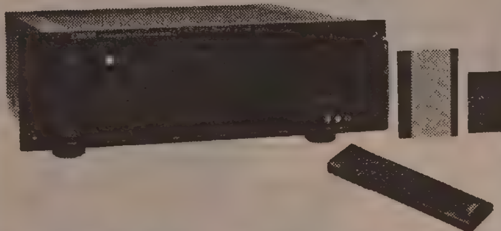

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WITH REMOTE CONTROL

This CD changer offers flawless audio performance is due to an extremely accurate, high speed digital processor that lowers distortion and increases sonic definition, particularly at low signal levels. All this with the warm, flowing musical accuracy that you would expect from a true innovator in high quality Hi-Fi sound. This unit also provides an optical digital output for fiber-optic connection to an outboard D/A converter or to another digital recording device. Experience a true music lovers CD changer at FRY'S today.

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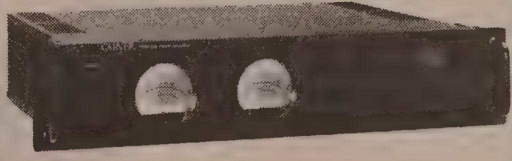

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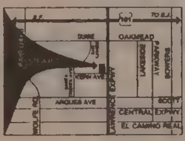

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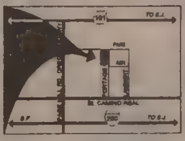

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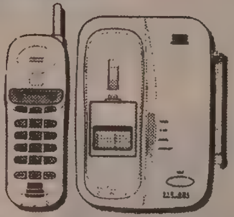
VTECH COMPACT 900MHz CORDLESS PHONE



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900MHz MINI CORDLESS PHONE WITH MIC HEADSET

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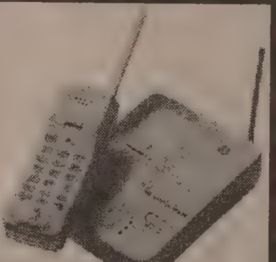

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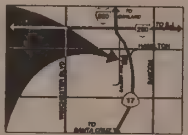

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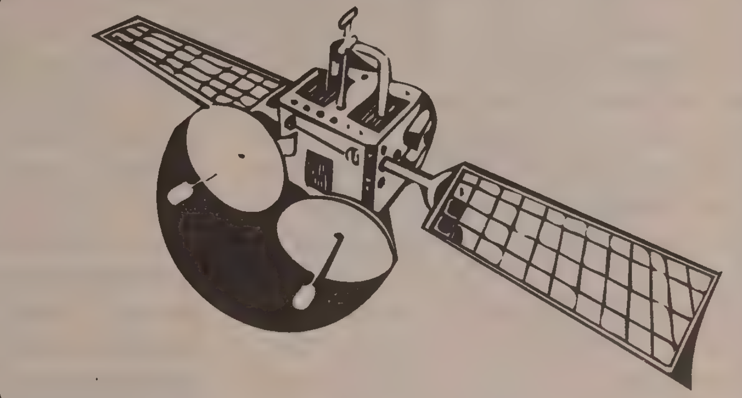

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RCA

2nd GENERATION DIGITAL SATELLITE SYSTEM (DSS) RECEIVER AND DISH

RCA, the company that was first with DSS, now presents their newest DSS system. This advanced unit features a 16-color on screen menu display. Other features include a 4-event scheduler with RCA VCR control, a channel icon guide, and two sets of A/V input jacks.

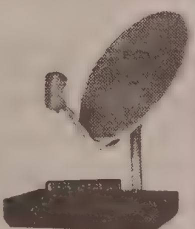
$598

*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

MODEL DS-3330 #256037

SONY.

DIGITAL SATELLITE SYSTEM (DSS) DISH AND RECEIVER



Sony's new DSS system is compatible with more than 175 channels of DirecTV and USSB programming. CD quality sound and over 400 lines of digital video resolution work together to give an outstanding home theatre experience. **Other features include Sony's signalseeker LED** for easy install and a universal remote.*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

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MODEL SAS-BS1
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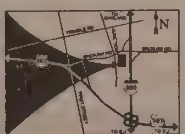
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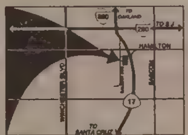
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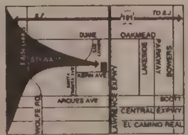
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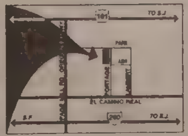
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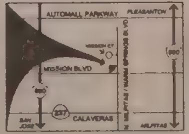
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Silicon Graphics

continued from page 148

3Com Park! Please!

(laughter) You're at 3Com Park, and you've got the Marlboro Man over there at the side of the scoreboard, and every time you flash the scoreboard you're giving free advertising to Marlboro.

What *you* want to do is sell that space to Frontier Ford in San Jose. So you go in there and use the computer to take out the Marlboro Man and put in Frontier Ford every time it shows up on TV.

Obviously there's huge ramifications to this, legal and otherwise. I can envision a situation where there is no advertisement in the park. You just get sort of a targeted area that's all-blue, or something like that, and every time the camera pans by there, there's an advertisement. Now you're not taking something away from Marlboro, you're just adding Frontier Ford or Schweppes or whatever.

I think that technology is really interesting. It's fun for us to be working on, because it's a really hard computer graphics problem. What if the soccer player or baseball player or football player runs between you and that object—are you still going to be able to do that scanning of an image to find and replace? And what are you going to do about the occlusion that occurs when that happens, and all that other fun stuff to go work on?

I see that as something that's definitely going to take off in the future in some form. Whether it's us or somebody else, how it gets implemented, I don't know. But part of what we do is put the cool stuff out there and see what people do with it that we get surprised by.

We didn't see virtual sets coming, not five years ago. Three years ago we did, and we nurtured the people who were doing it, so that now it feels real and stable and we sell a bunch. But five years ago, no way. I'd love to take credit for sitting in some marketing meeting where it says "next big market: virtual sets." But I didn't have a clue. I didn't see it coming.

What about commercials? Is that a big market for you? It's getting so I almost like watching commercials for their computer graphics—they're entertaining at that level.

That's that post-production business that I mentioned at the beginning of our conversation. It's really the core of our market—it's *huge* for us.

Dancing gas pumps...

The dancing gas pumps, and the subtle things you might not ever notice—you have an actor there, and there's a cereal bowl, and the cereal is computer-generated. It doesn't do anything wild, like explode and turn into a tiger, it just looks a little bit different.

That is the core of our business, special effects. The technology is the same as what goes into the movies, so whether you're doing *Terminator* or *Jurassic Park* or whatever, the skill set, the machines you use, and the software applications you use to do these commercials, is really the same that you use for the movies today. That's the general-purpose nature of our boxes—it's just two resolutions, TV resolution, 640x480, or 3000x2000 resolution for film. But it's the same skills.

Were you involved in the recent debacle where, on the eve of release, "Cyrex" had to be edited out of countless frames of *Eraser* because Cyrix sort of objected to the bad guys' having that name?

I'm not positive who did that post-production, but clearly our box is used for that kind of thing all the time. *Driving Miss Daisy*-kind of films, where you'd never expect it, there might be a camera boom in the way or a microphone that got into the film frame that they didn't notice until they did the dailies. Rather than reshoot it, they just go in and take it out.

Generically, that's called rig removal or wire removal. It's the same thing as taking the wires off Tinkerbell in the post process so Julia Roberts flies [in *Hook*].

Let's talk more about the subtle stuff—not Carl Lewis running up the Statue of Liberty so much as things like that cereal that look more real than physical reality.

It's roughly the same technology you would use to render dinosaurs, not to render them per se but to take those dinosaurs that are in the computer and composite those in with the live action film. That whole space of compositing and special effects can be used for those techniques.

A classic example—Pacific Data Images did this for *Babe!* [the ballplayer, not the pig]. They had old-time Yankee Stadium, Babe Ruth era, and rather than hire 40,000 people in period costumes to sit in the stadium, they hired a few hundred, and then they went in and replicated the people in there.

Another great example is the work Cinecite did on *In The Line of Fire*—they took old George Bush campaign footage, and they took George Bush out and composited in the actor from the movie itself. They also made Clint Eastwood look younger, and things like that that are more obvious. The classic Forrest Gump talking to John F. Kennedy kinds of things are more obvious, but the technology is exactly the same—it has to do with compositing high-resolution images together.

Once you have the ability to take this and this and put them together on the same screen, now it's purely your artistic talent—how do you really make it look like he was there? They have a lot of tricks and techniques they use—for example, if I was taking your image to put you in this room, I might take you and take all the color out of you and warp you this way so that you now appear to be a shadow on the ground, because the light source is coming from there. All of the little things they do to make you believe it really was there.

Let me give you a great example of that from a long time ago. *Terminator 2*, where you've got the liquid metal man—he's walking out of the fire. What makes you really believe he's there? It's because you see the fire from the actual film reflected on him, because he's made out of reflective material. If it didn't do that, if he wasn't reflecting, it wouldn't hit the average viewer that "Hey, there's no reflections on him!"—but a bunch of people would say, "Ah, that doesn't really look real..." but not know why.

But once you have reflections of that very same fire—not just any fire, but we took the film of there, we made a reflection map of that, we mapped it onto him and then we composited the two together—it looks great.

That's what all of this is about, the subtle little things you do. And almost every movie today has it—they've removed these plants from the background, they've made the skyline look different, they took pictures from the 1920s and they composited, added twice as many buildings and took out all of the telephone poles.

Remember the spaghetti Westerns? You wouldn't have seen the telephone poles in the background if they'd had this technology back then!

Do you see a meta-problem arising out of this, that eventually it's very hard to tell whether what you're seeing is real or not? And eventually people's sense of what's real is thrown off, and they start believing that Carl Lewis really can run up the Statue of Liberty?

There's a lot of people who ask that question.

It's the subtle ones that get you—remember the big flap they had over just regular weatherman-type bluescreen keying, where somebody appeared to be in Bosnia when really they were in a television studio in New Jersey? They've

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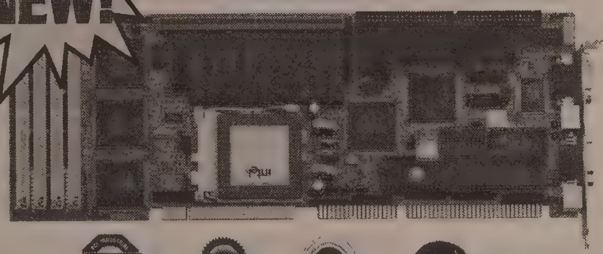

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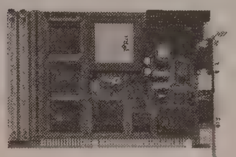

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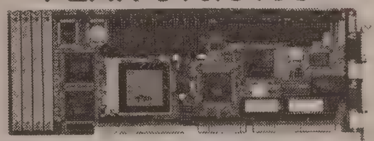

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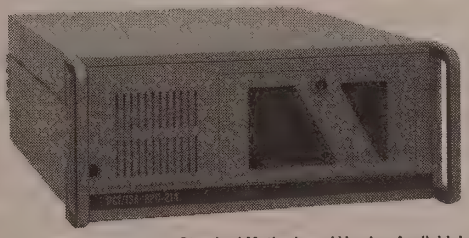

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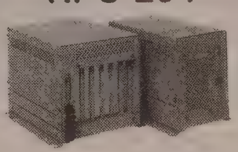

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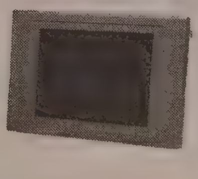

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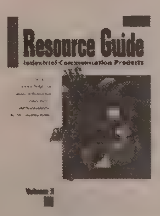

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been able to do that for a long time, for as long as we've had keying, where the weatherman appears to be standing in front of this nice weather map when in reality he's standing in front of a bluescreen.

Big surprise—there really were no apatasauruses wandering around in *Jurassic Park*. I think over time people are going to view television in an entertainment context as far as the visuals go, and whether they're actually in the battlefield in Bosnia is less important than that there is a news story coming across, something important is happening in the world. People will filter the visuals more, like in the movies, where the story line is more important than the visuals. [*laughs*] Though there are a lot of notable exceptions to that that I won't comment on!

It's eye candy to go with that and to support it. I think that's going to continue to be a trend, where the fact that there's strife going on in Bosnia is more important than whether or not the guy was actually standing there. If he looks like he's standing there and he really isn't, big wow. Who cares, really? It's like changing the dateline in a print story—you can say that you wrote it in Sarajevo, but you really wrote it in Palo Alto.

Do you see any bleeding-edge stuff that isn't quite there yet that you'd like to be able to do?

Yeah... I think that as we can render more and more polygons and have more and more realism, the whole idea of virtual actors and animated characters—"performance animation", as we would generically call it—is really going to start to become more and more viable. With the leap between our Reality Engine technology and our new technology that we call Infinite Reality there's about a ten-times performance increase in textured polygons. That equates to having one character that's ten times as believable, or ten characters at the level you had before. Either way there's a big win.

As real-time computer graphics technology gets to the point where we're getting more towards true out-the-window realism, I think that's going to have an effect.

That's an ongoing thing. It's an iterative process. We're not there yet. We'll be there. I'd like to think that we'll be the first to be there, before anybody else, with real-time. We've proven that we're working outside of the business.

I'd like to see the cost points come down on virtual sets, to the affiliate level. Right now they're sort of at the cost point where it makes sense for networks, but not necessarily for local affiliates. As that comes down over time, I think it's going to become a lot more practical and you're going to see a lot more virtual sets and the use of that real-time graphics technology.

With anything that has to do with computer graphics, it could always be better. We are nowhere close to "it would fool your own eyes that it's real" rendering. I think we're on that path, but it could always be better.

Do you see things like holographic projection, which you're demoing over in the other building, merging with technology like the Visionarium to create a really immersive arcade experience?

The holodeck?

Sort of the holodeck. How close to the holodeck are we?

You've got a lot of optical problems with that—occlusions occurring from various areas. You've got a lot of people in the room, and suddenly things don't look right.

You have to assume a certain clearness of visibility to be able to see something properly, and for anything that has to do with holograms or 3D viewing experience of any kind, you have to assume that the source of that comes from somewhere, and any time you occlude that source you run into problems.

In an immersive world where you have a helmet-mounted display on, you can get rid of that, because there's nothing standing in between you and the source, it's always infinitely coming at you.

The nearly immersive experience like the Visionarium, where you're there but you're sort of wrapped around everything—that pathway is going to grow faster and yield more results than actual projection technologies where a lot of people would be in there and you'd really feel like you were on a pirate ship in 1880 or whatever. There's a lot of hard problems in that holodeck sort of experience that you don't get with truly immersive technology.

For 3D projection like that, what I see that's really cool is, say you've got the Chevy Camaro for the year 2000, and the styling team is working on it. To be able to walk around the car...

And because it's all computer-generated, they could say, "I think the door handle ought to be five centimeters to the left," and then they just move it over. "Let's actually sit in the car and turn on the radio and watch the fluid dynamics of the flow of the audio as it goes up and over the seats, and see if we move the headrests down whether we hear the stereo better in the back seat." That kind of stuff I find fascinating— being able to walk around the car in 360 degrees, and it appears to be right there, and you can make design decisions based on something that feels real. It's right in front of you.

How does the technology migrate down from the high-end to the desktop?

You're seeing that today. Our Maximum Impact products on the desktop right now are in many significant ways equivalent to our Reality Engine technology. In some important ways, for some customers, it is not equivalent, and that's why we still sell a whole bunch of Reality Engines. But the ability to render more than a million very realistic kinds of polygons—you can just see that happening over time. That's the Silicon Graphics business model.

We plan for that. That's what we do.

You can see going down to the entry desktop over time, and that whole progression coupled with this widespread acceptance of 3D across the PC space.

You have to believe that our position in the marketplace is to be not just the tip of the iceberg; we're differentiated from everybody else. We're definitely not a commodity player. We're the home for people who say, "The lowest common denominator isn't good enough for us." If you open up that market for 3D in general, and you believe that we have the middle and upper part of that pyramid, as the pyramid gets bigger, it's just bigger and better business for us.

Rather than being completely threatened by the acceptance of 3D at the PC level as it comes down, we're high-fiving in the hallways. [*laughs*] It's making more business for us in the long term.

Because the image that starts out on the Reality Engine eventually makes its way to the Wintel box?

That's right. We have a firm belief that we're out there solving the hard problems of computer graphics, and we will continue to be the place for people to go. What you can do on a PC for *n* thousands of dollars is "Everybody can do that. And because everybody can do that I need to differentiate myself from the guy down the block. I'm going to win in the marketplace by having something better than that, so I'm going to go buy an SGI."

It's been an excellent model for us, and will continue to be. We're counting on it. ■

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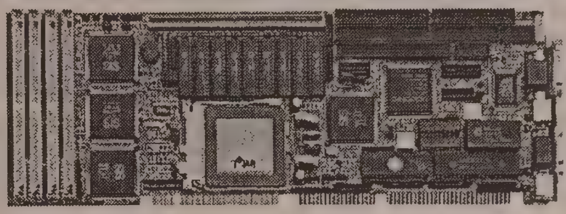
Pentium Single Board Computer



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- **Chipset:** Intel/SiS/ALI Selectable
- **CPU Speed:** Up to 166 MHz
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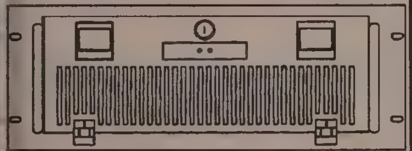
  - On board SVGA connector
  - PCI/ISA Passive Back Planes: 8/14/20 (Segment Available)
- Half Card Available

Rackmount Disk Enclosure



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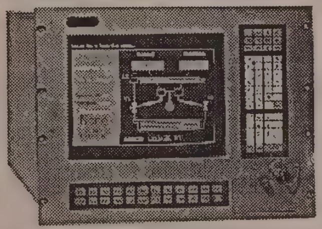

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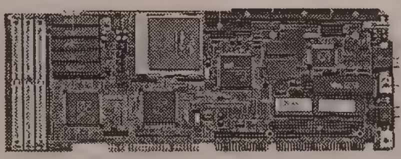

- **PCI/ISA/VLB** Option Available
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- On Board SCSI Controller Option

Half Size Pentium/486/386

- **Half Size Pentium SBC**
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  SCSI Controller

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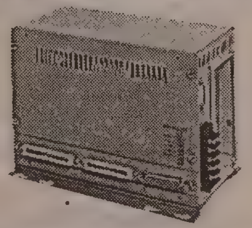

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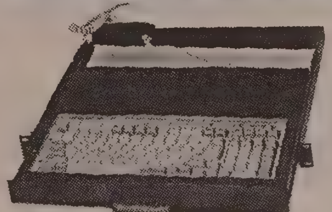

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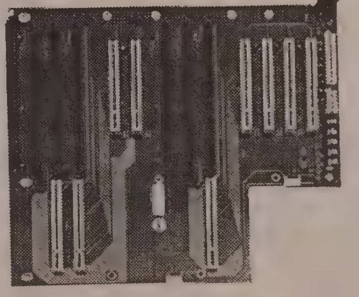

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WAY BEYOND GODZILLA

continued from page 154

> "THE WORKSTATIONS AS WELL AS THE RENDERING ENGINES, THE BIG SERVERS, ARE FASTER AND FASTER, BUT THAT JUST GIVES US THE OPPORTUNITY TO PUT MORE AND MORE COMPLEXITY AND REALISM INTO THE MOTION. NO MATTER HOW POWERFUL THE MACHINE IS, WE'LL FIND A WAY TO BRING IT TO ITS KNEES!"

What did you do before Draco?

I was a CG supervisor on *Casper.* I supervised a lot of the technical directors and helped develop how the ghosts looked on a shot-to-shot basis.

Casper's a magical being too—did he present different challenges from Draco?

He was a magical being. However, we could take a lot more liberties with Casper, because he was a ghost, and he was a familiar character.

It was a double-edged sword—we had liberties because he was a ghost and amorphous and this cute little blob that was flying around in space. But also we had to be true to this cartoon character—he had to be recognized and loved as Casper.

The challenges were different there—how to make something from a comic book come to life in 3D, and be believable and recognizable. And then we had all the amorphous qualities that ghosts have—going through walls, going invisible and still disturbing the air a little bit...It was a completely different set of challenges.

The one similar challenge was the lip-sync. The lip-sync stuff from *Casper* was totally different than what Draco had. It was one of those things like Draco and the skin-over-bone—just like Draco was the catalyst for our skin-over-bone research, Casper was the catalyst for the lip-sync program that we used on *Dragonheart.* It's kind of a nice evolutionary thing—the realized needs of one film will come to full realization, probably, in the next film.

So what are you working on now?

I'm working on pre-production on *Jurassic Park II: The Lost World.*

Aha! Did you work on the first one?

No, I came to ILM just as they were finishing the last shots of *Jurassic Park I.*

Well, there's plenty of legacy stuff from that! [*laughter*] And on the other hand, the world has moved on quite a bit, as Draco's wing suggests—what will you be able to do technically that you couldn't before, without giving away any big secrets?

I can say this—our biggest challenge is to be better than the first one! ■

BMUG

continued from page 170

What Is BMUG?

BMUG is an educational, nonprofit, consumer advocacy group organized to share information and provide critical direction to users and developers in the computer community worldwide. It is an independent advocate, not affiliated with any manufacturer, delivering trustworthy information and useful products.

Like any growing organization, it is many different things to its fifteen thousand international members. BMUG supports many special interest groups (SIGs), 18-line Planet BMUG and 11-line BMUG Boston BBSes, a software library, weekly meetings, publications, and much more. BMUG also puts out a semi-annual 500-page book that we call our "newsletter."

Our motto continues to be: *We're in the business of giving away information.*

Come and join in the dialogue at the BMUG main meeting every Thursday evening, 6:30–9:30 (or whenever we finish), on the UC campus. BMUG West and BMUG South are monthly meetings held in San Francisco and San Jose. Check the Announcement Line at (510)549-2684, ext. 8.

The BMUG Office, 2055 Center St. (a half block from the BART station), is open to the public 8:30 am–4:30 pm. Please come by, say hello, and meet other members.

The BMUG Helpline provides volunteer technical assistance and telephonic hand-holding for our members. If your question can't be answered on the spot, we try to get you in touch with someone who can help. Improve your Macintosh education and help others by becoming a Helpline volunteer!

BMUG has one of the most up-to-date, comprehensive software libraries around with hundreds of disks filled with the latest versions of public domain or shareware programs. BMUG also produces CD-ROM collections, including the digital video *TV-ROM ™Too,* and the *BMUG PD-ROM.*

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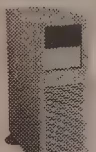

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686-133+/120+	$159/119
586-120/100	$63/48
486DX2-80	$24

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30 pins

1Mx9 70/60NS (9 chips)	$24/26
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8M 2x32/2x36	$65/79
16M 4x32/4x36	$119/139
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VIDEO MEMORY

256Kx16	$7

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64Kx8 (5V)	$8
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120/170MB	$59/65
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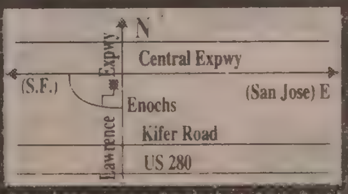

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VGA Controller
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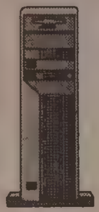

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YES	FULLY CONFIGURED	NO
YES	FULLY TESTED	NO
YES	READY TO RUN	NO
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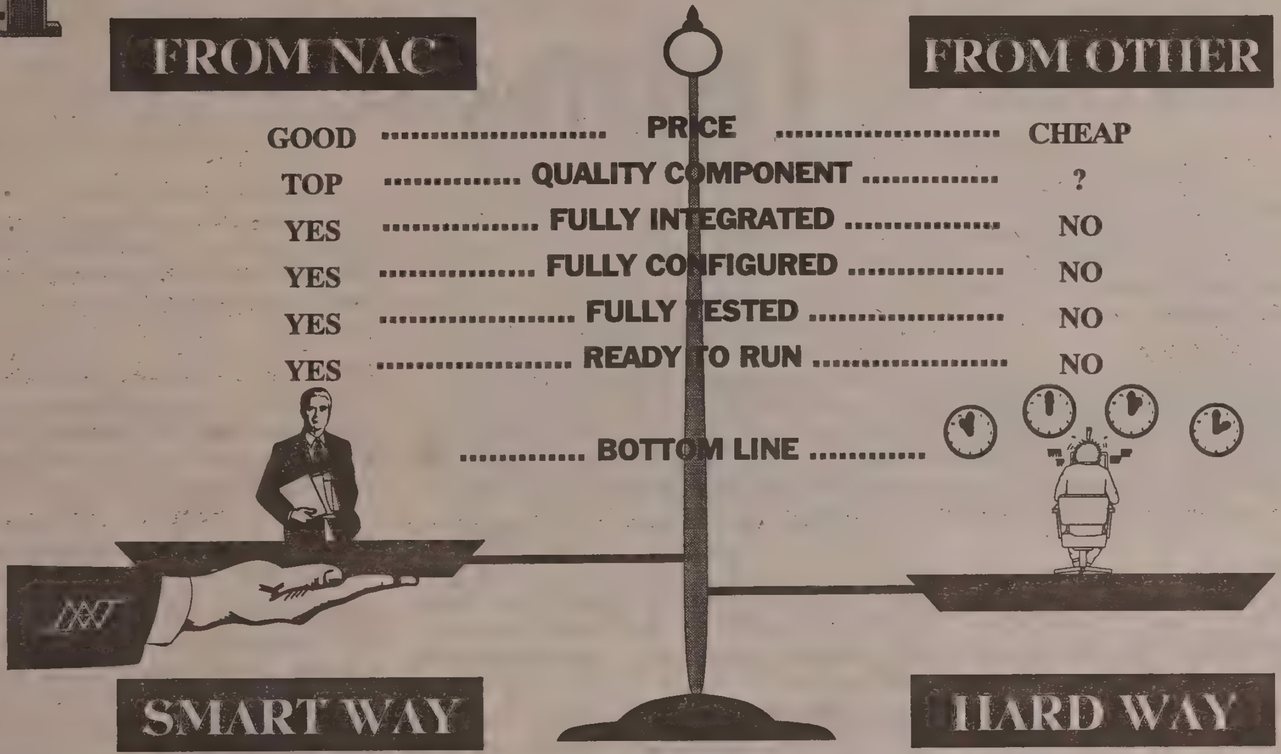

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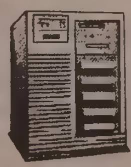

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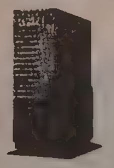

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–GroupWise
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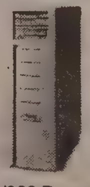
Dual-Processor Server



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Smart SCSI Array
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Pentium 150
256K Cache
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Product Spotlight

Updates

Atlas Business Solutions, Inc., has released its new scheduling system, **Visual Staff Scheduler (VSS) Pro 2.0** for Windows 3.x, Windows 95 and Windows NT 3.51. $149. Atlas Business Solutions, Inc., P.O. Box 9013, 3330 Fiechtner Dr. SW, Fargo, ND 58106-9013. 1-800-874-8801 or URL: *http://www.atlasbsi.com* .

Candela, Ltd., has announced **ColorSynergy 2.0**, a complete four-step color calibration system for desktop publishing. Candela, Ltd., 1676 East Cliff Rd., Burnsville, MN 55337-1300. 1-888-662-6567 or *candela@candelacolor.com* or URL: *http://www.candelacolor.com* .

Coda Music Technology, Inc., has unveiled **Vivace 3.0**, an interactive music practicing tool for both the PC and Macintosh. $499. Coda Music Technology, Inc., 6210 Bury Dr., Eden Prairie, MN 55346-1718. 1-800-843-2066 or URL: *http://www.codamusic.com* .

Extensis Corporation has announced **Intellihance 2.0**, an automatic image-enhancement plug-in for Adobe Photoshop running on Windows 95 or Win32s. $99.95. Extensis Corporation, 55 S.W. Yamhill St., Fourth floor, Portland, OR 97204. 1-800-796-9798.

The FreeBSD Project, in association with **Walnut Creek CD-ROM**, has rolled out **FreeBSD 2.1**, which offers full BSD networking and services such as NFS, NIS, SLIP/PPP and IP routing/firewall security features. Walnut Creek CD-ROM, 4041 Pike Lane, Ste. D-100, Concord, CA 94520. 1-800-786-9907 or *info@cdrom.com* .

Microsystems Software, Inc. has released **Cyberpatrol 3.0**, its new version of their parental control software for the Internet. The new version allows online access to be customized for each member of the family. Available for Windows NT and Windows/Windows 95. $29.95. Microsystems Software, Inc., 600 Worcester Rd., Framingham, MA 01701-5342. 1-800-879-9000.

Nordic Software has released **Turbo Math Facts 3.0** for Macintosh and Windows. The updated version helps children master basic mathematics skills with new graphics and animation. $59.95. Nordic Software, P.O. Box 6007, Lincoln, NE 68506-0007. (402)488-5086 or URL: *http://www.nordicsoftware.com/* .

Security Dynamics Technologies Inc. has announced the release of **ACE/Client for NetWare Connect**, which is designed to be used in conjunction with ACE/Server network security software to provide two-factor user authentication. $149. Security Dynamics Technologies, Inc., One Alewife Center, Cambridge, MA 02140-2312. URL: *http://www.securid.com/* .

Softquad International have begun shipping **HoTMetaL PRO 3.0** for Windows. The software offers a user-friendly environment for creating and editing documents for Internet/Intranet use. $159. Softquad International, 56 Aberfoyle Crescent, 5th floor, Toronto, ON, Canada M8X 2W4. 1-800-360-8454 or URL: *http://www.softquad.com* .

Spectrum Computer Technologies, Inc., has announced that a maintenance release of **Complaints Desk for Windows** is now available. The maintenance release contains a few minor enhancements and one new feature, Automatic Call Timing. Spectrum Computer Technologies, Inc., 5540 Porter Rd., Niagara Falls, NY 14304. 1-800-879-3225.

VideoLabs, Inc., has announced its plans to bundle **Enhanced Cu-SeeMe** with its **Flexcam Camera**. The software provides person-to-person conferencing, group conferencing, and cybercasting abilities. VideoLabs, Inc., 10925 Bren Rd. East, Minneapolis, MN 55343. (612)988-0055, *videolabs@flexcam.com* or URL: *http://www.flexcam.com* .

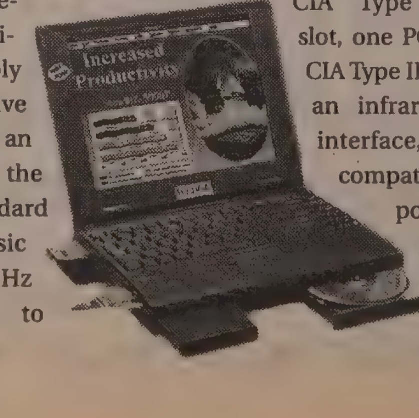
VideoServer, Inc., has made available **Multimedia Conference Server Software Version 5.0**. The new version offers expanded network connectivity options and enhanced diagnostic capabilities. VideoServer, Inc., 63 Third Ave., Burlington, MA 01803. (617)229-2000.

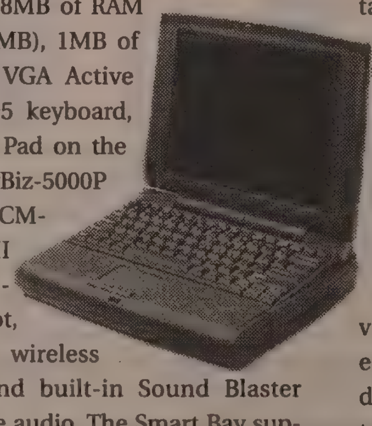
Product Announcements

Laptops

Wedge ShowBiz-5000P

The Wedge ShowBiz-5000P is a combination projection panel and Pentium notebook, making it ideal for multimedia presentations. Simply unclip the display's protective back panel, open the display to an 180-degree angle, and set the ShowBiz-5000P on any standard overhead projector. The basic configuration features a 75MHz Pentium (with support up to 133MHz Pentium), 8MB of RAM (upgradeable to 72MB), 1MB of VRAM, 10" Super VGA Active Color, 86-key Win95 keyboard, and built-in Touch Pad on the palm rest. The ShowBiz-5000P also includes one PCMCIA Type III slot, one PCMCIA Type II slot, an infrared wireless interface, and built-in Sound Blaster compatible audio. The Smart Bay supports a second hard drive, CD-ROM, second battery, and floppy drive. ($4495, includes remote control and presentation kit). Wedge Technology, Inc., 1657 McCandless Dr., Milpitas, CA 95035. (408)263-9888. URL: *http://www.wedgetech.com/* .





AcerNote Nuovo

Weighing only 7lbs., the AcerNote Nuovo features an Intel Pentium 133MHz processor, 16MB of memory (upgradeable to 64MB), 2MB video memory, 1.2GB hard drive, PCI local bus video with 128-bit graphic accelerator, and either an 11.8" active matrix display or 11.3" dual-scan screen. It achieves long lasting batterey life—up to ten hours—by combining low power components with a Lithium Ion battery, sophisticated notebook supsend technology, and proprietary Heuristic Power Management software. The Nuovo learns a user's work habits

continued on page 231

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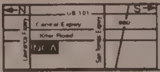

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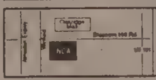

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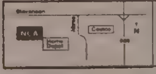

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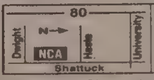

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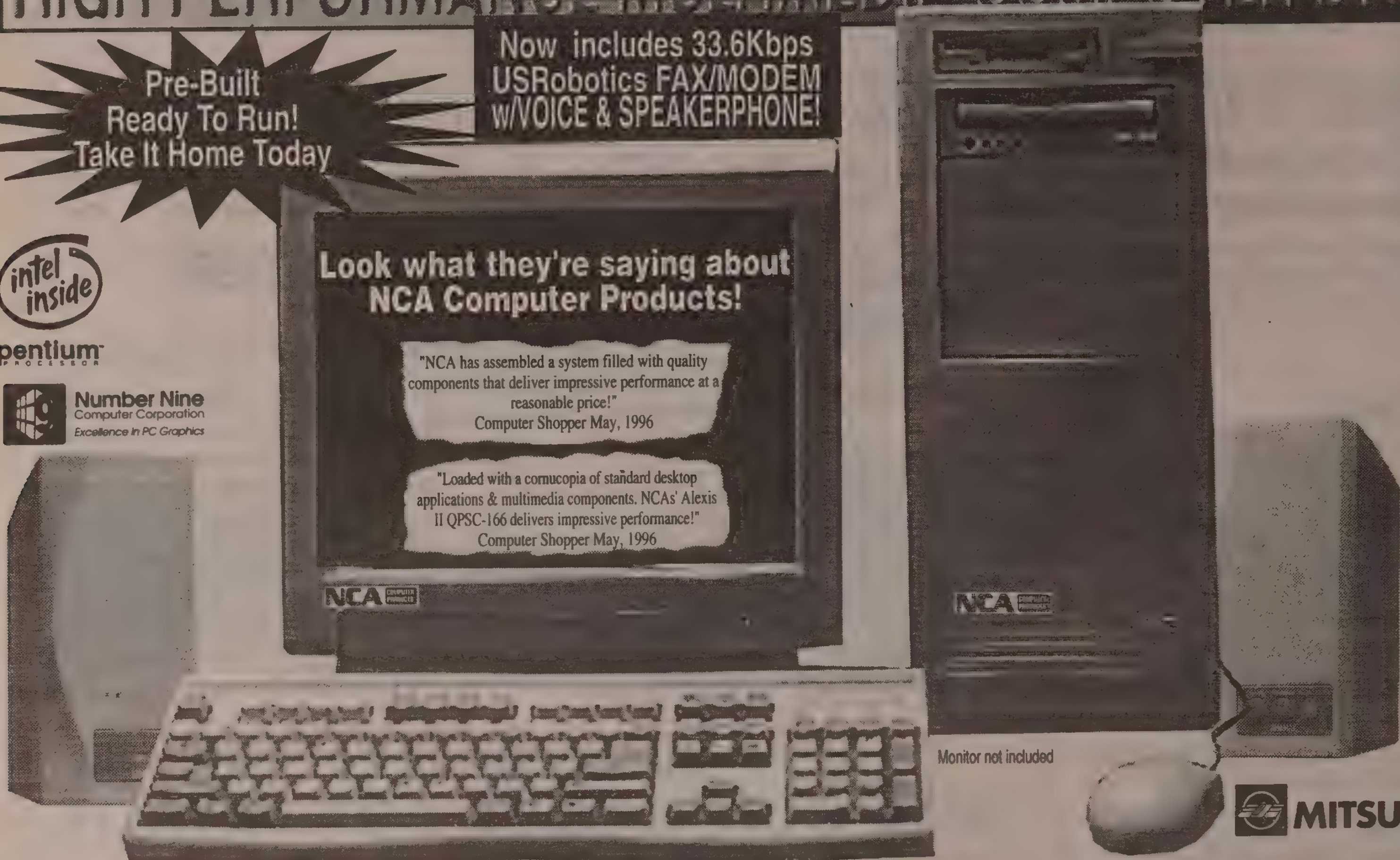

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Computer Shopper May, 1996

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YAMAHA

MITSUMI

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TEAC Quantum™ CREATIVE CREATIVE LABS, INC TOSHIBA

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PENTIUM 166MHZ PCI

2.5GB/16MB EDO RAM - 512K PIPELINE BURST CACHE - 33.6 FAX/MODEM

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Also Included: USRobotics 33.6Kbps FAX/MODEM w/VOICE & SPEAKERPHONE!

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Monitor not included

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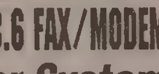

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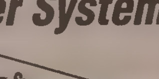

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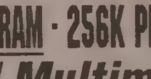

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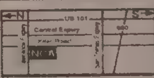

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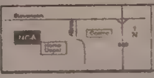

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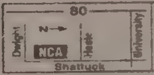

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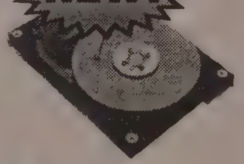

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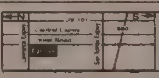

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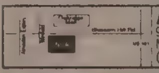

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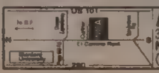

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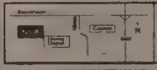

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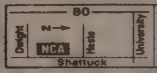

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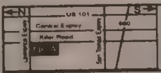

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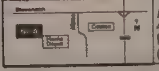

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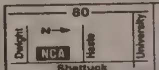

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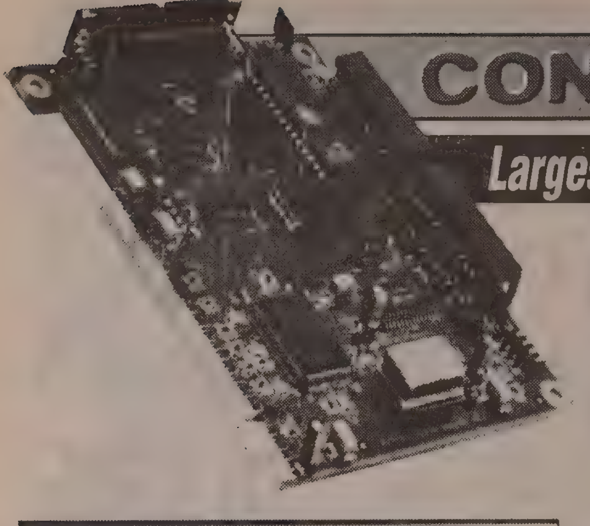

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- Programmable data transfer rate (Mode 0-4) for each drive on each port
- Support for all major operating systems

DTC 2278EB

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16-Bit ISA IDE And Super I/O Host Adapter

- 16-bit ISA support
- High speed serial ports (16550 compatible), 1 enhanced parallel port (EPP/ECP), 1 game port
- Controls up to 2 IDE hard drives including Enhanced IDE and Fast ATA
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16-Bit ISA-IDE Floppy & 250 Tape Controller Card

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NEW!

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- No need to reformat the hard drive - just plug and go!
- Compatible with all major operating system software
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- Connect up to 4 IDE devices including IDE CD-ROM drives
- High speed I/O

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Dual Channel Ultra SCSI To PCI Controller Card

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- Ultra SCSI data transfers of up to 20MB/sec on each channel
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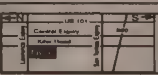

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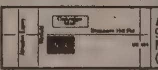

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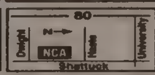

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For PC or MAC

WOW!

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- Includes accelerator card
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- Compliant with all DDS DAT Drives

C1534A

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- Uses 60 & 90 meter Cartridges
- Compliant with all DDS DAT Drives

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Includes FREE 135MB Cartridge

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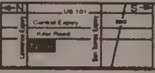

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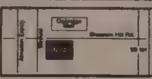

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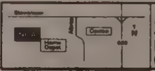

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1.6GB INTERNAL TAPE BACKUP

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- 5.25" mounting bracket
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- 5 Year Warranty
- Easy-to-use software for DOS, Windows & Windows 95 with step-by-step manual.
- 800MB uncompressed 1.6GB compressed capacity
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INCLUDES TR-2 CARTRIDGE

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THEY'RE COMPATABLE WITH:

- Travan tape 400MB uncompressed capacity, 800MB compressed
- QIC-Wide 210MB capacity uncompressed, 420MB compressed
- QIC-80 125 capacity uncompressed, 250MB compressed
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Software included is full featured Windows 95, Windows & DOS compatible and allows for unattended backups

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- **Easy to install and operate**
- **No additional software installation required**
- **Connects directly to the Ethernet bus or network interface card through the BNC or RJ-45 connector**
- **Just plug-&-play**
- **Supports all major network operating systems**

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AirEZY Bridge Wireless Plug-&-Play Ethernet Bridge

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The AirEZY Bridge with its plug-&-play capabilites with Netware & Windows NT, is the simple & affordable solution. Installation is as simple as plugging each AirEZY Bridge segment into an Ethernet bridge/router or network card, aiming the antennas, and you're up and running. No software to load, and the AirEZY Bridge has a range up to one mile.

- **Easy to install and operate**
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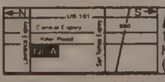

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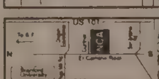

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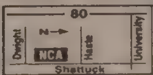

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POWERED MONITOR SPEAKERS

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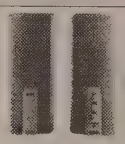

- 10 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 70Hz-20KHz ± 3dB
- Headphones and subwoofer output jacks

NEW!

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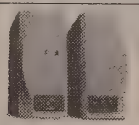
YST-M10



- 10 Watts per channel
- Video Shielded
- Active Servo Technology delivers Life-Like sound
- 80Hz-20KHz ± 3dB
- Includes AC Adapter
- 4 Star Rating "MACWorld April 1994"

Active Servo Technology

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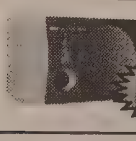
POWERED SUBWOOFERS

YST-MSW10



- 25 Watts • Video shielded
- Auto On/Off Switching
- Active Servo Technology delivers Life-like sound
- 35Hz-250KHz ± 10db

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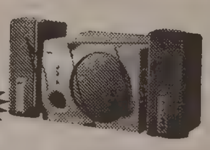
System 45



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YST-MSW10 subwoofer

PLUS YST-M15 speakers

(see descriptions above)

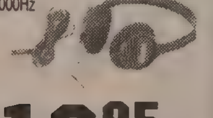
NEW!

$199.95

HEADPHONES

NEW! RH1

- 90dB/mW sensitivity
- 32 Ohms impedance
- 20-20,000Hz



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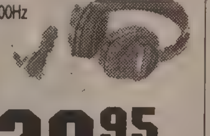
NEW! RH2

- 95dB SPL/mW
- 32 Ohms impedance
- 45-12,000Hz



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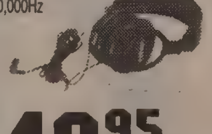
NEW! RH3

- 95dB SPL/mW
- 60 Ohms impedance
- 20-20,000Hz



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SOUND CARDS

18-Bit Wavetable Sound Card NEW!

WAVEFORCE SW60XG

To say that the Yamaha WaveForce SW60XG offers the best sound ever from a computer doesn't even begin to tell the story. With 4MB of waveROM for more and better sounds; digital signal processing for studio-quality effects; 18-bit digital-to-analog conversion for more dynamic range than an audio CD; and microphone, CD, and line inputs, the SW60XG will entirely change your perception of a computer sound system. Whether you are a game player looking for the ultimate audio experience, or a musician requiring complete musical expression, or if you're looking for the best music and sounds for multimedia, the SW60XG is your complete solution

18-Bit D/A Converter

The SW60XG's premium sound is also a result of it's 18-bit Digital-to-Analog converter (DAC), the computer industry's first! The DAC converts digital data for analog output for your powered speakers. The more bits, the greater the dynamic range. A wider range means less noise, softer softs, and louder louds for crisp exceptional sound.

Add Your Own Voice

With all the exceptional sounds sounds on the SW60XG, there's still something you can add: your own voice. The SW60XG accepts a microphone input so you can sing right into the computer. You can also plug in acoustic instruments and a CD as well, then apply DSP effects to any of these inputs. With the mic and CD inputs and the SW60XG's Voice Cancel mode (which eliminates vocals from pre-recorded music*), you can sing lead with your favorite recording. **COMPATIBILITY** - XG will remain fully compatible with current industry standards. **SCALABILITY** - XG data is transportable across products, from professional synthesizers to sound cards. Yamaha has incorporated XG into it's diverse line of digital instruments, including MU tone generators such as the QS300 music production synthesizer. **EXPANDABILITY** - XG can be updated yet maintain all it's compatibility and scalability.

Tone generation	Wave Table (Yamaha AWM2)
Polyphony	Maximum 32 notes
Parts	16 parts (Dynamic Voice Allocation)
Voice ROM	4MB
Number Of Voices	Total 676 voices, 21 drum kits 480 melody voices, 11 drum kits; compatible with General MIDI Level 1, and XG
Effects	Reverb - 11 types; Chorus-11 types; Variation- 42 types
D/A Conversion	18-bit

$195.95

* Effectiveness of this feature may vary upon recording

YAMAHA XG THE WAY YOUR COMPUTER SHOULD SOUND.

Wavetable Sound Daughter Board

WAVEFORCE™ DB50XG

Easy Installation

The DB50XG snaps easily and quickly onto most Creative labs SoundBlaster 16 sound cards or onto any card with a WaveBlaster expansion port.

Extensive Compatibility

The DB50XG in compatible with the industry standard: General MIDI (GM). Every GM compatible DOS or Windows game and application will play beautifully on the DB50XG.

Exceptional Sound

DB50XG goes beyond General MIDI. It's the first daughter board with XG - a major technological advancement developed by Yamaha. First, XG allows significantly more voices than GM. In total, DB50XG adds over 548 voices into the 128 standard GM choices. The DB50XG allows you to play more voices at once, allowing for more dramatic impact. Additionally, XG features state-of-art Digital Signal Processing (DSP) that creates unprecedented realism. When added to the extensive voice list, the DB50XG has the depth and range to create the most realistic - or surrealistic - sounds in the galaxy. When combined with the Yamaha YST speakers, your sound will be so dramatic, you won't play the game, you'll live it!

Tone generation	Wave Table (Yamaha AWM2)
Polyphony	Maximum 32 notes
Parts	16 parts (Dynamic Voice Allocation)
Voice ROM	4MB
Number Of Voices	Total 676 voices, 21 drum kits 480 melody voices, 11 drum kits; compatible with General MIDI Level 1, and XG
Effects	Reverb - 11 types; Chorus-11 types; Variation- 42 types

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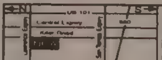

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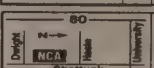

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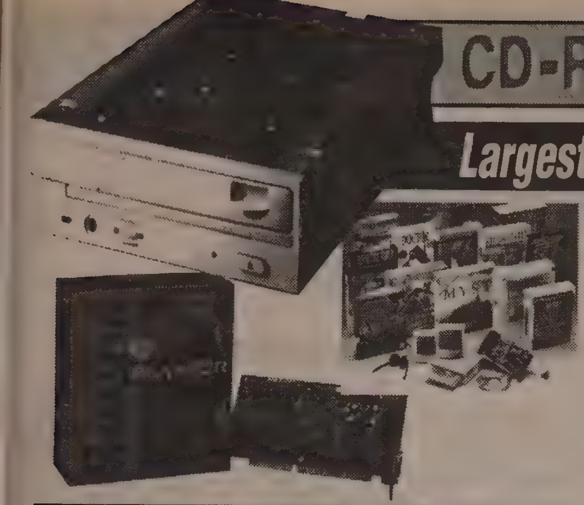

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- Supports SpundBlaster Pro
- Joystick MIDI port
- OEM

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WOW!

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- Hardware wavetable synthesis
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16-bit Wavetable Sound Card With 512K RAM

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- For the PC gamer or musician
- All the features of the Ultrasound Plug and Play Game card, plus 512K RAM built-in for custom sound capabilities and dynamic effects processing.

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665A

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INCLUDES:
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Eight-Speed Wavetable Multimedia Kit 8000

WOW!

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- 5 best selling titles
- Works with all Sound Blaster compatible games
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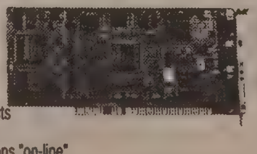

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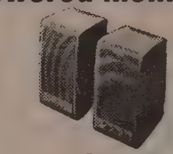

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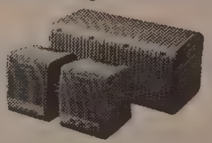

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18W, 3" satellites, Two
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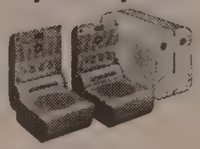

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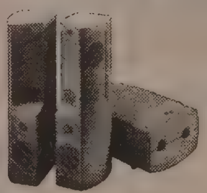

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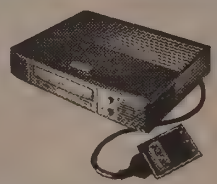

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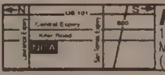

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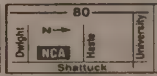

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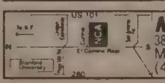

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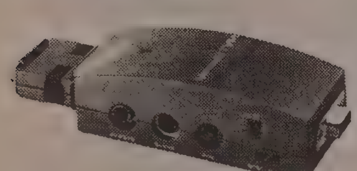

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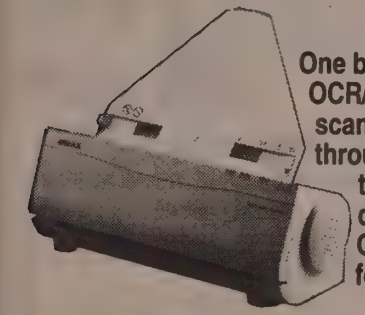

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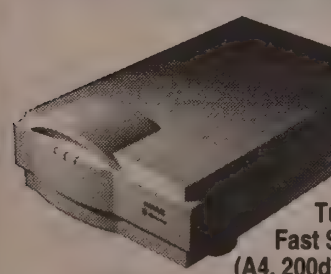

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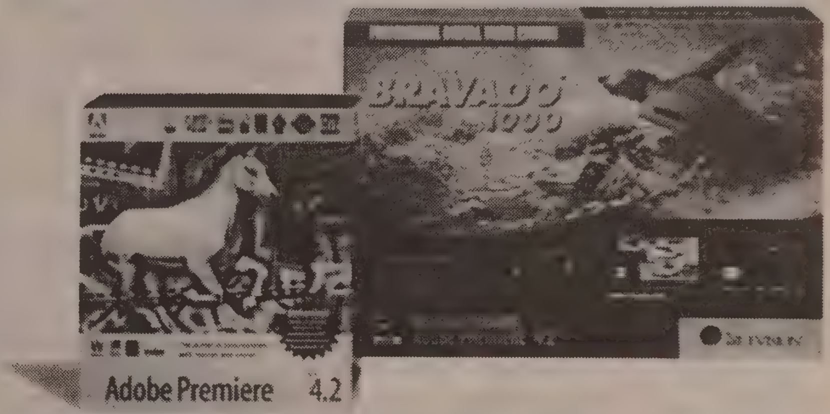

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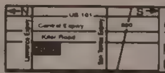

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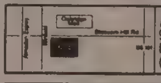

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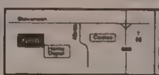

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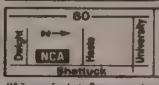

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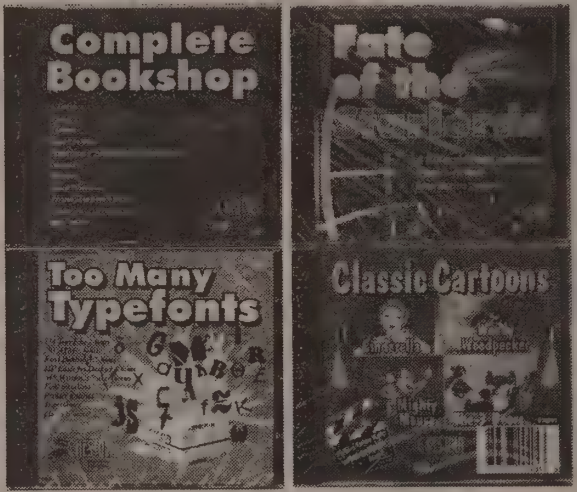

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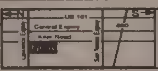

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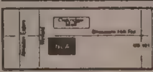

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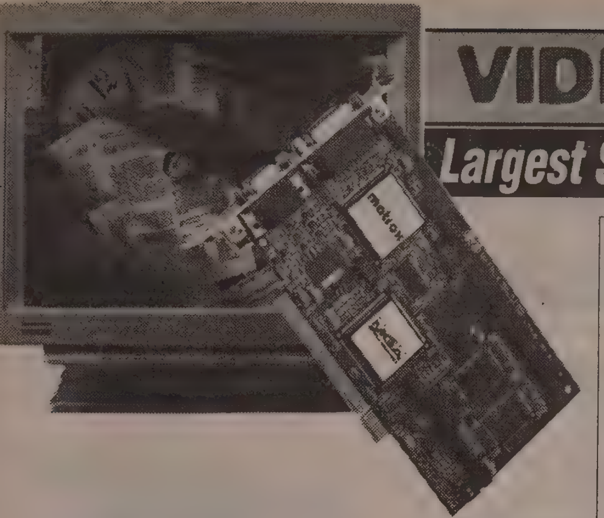

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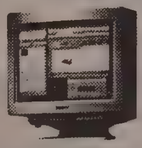

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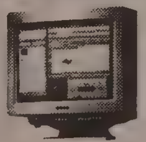

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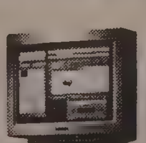

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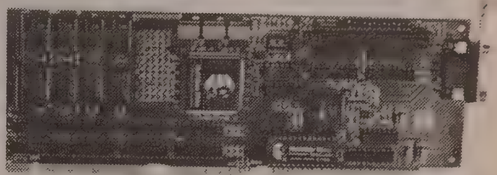

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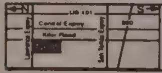

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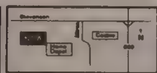

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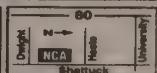

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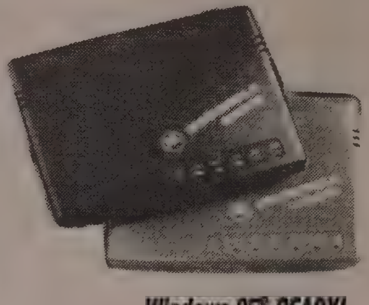

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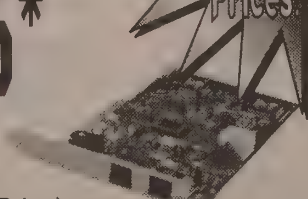

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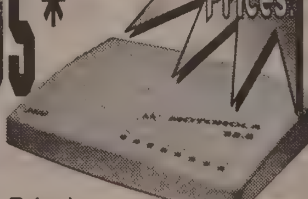

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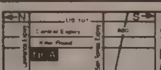

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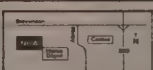

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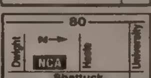

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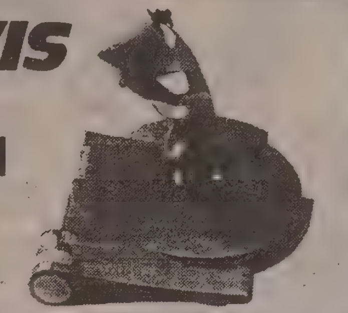

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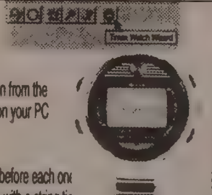
3.5" Disk Labels	$5⁹⁵
DC200 Labels	$5⁹⁵
4mm DAT Labels	$5⁹⁵
Markers	$7⁹⁵
PC ACCESSORIES	
Mouse Station	$14⁹⁵
PERFECT DATA	
4mm Wet Cleaner	$15⁹⁵
8mm Wet Cleaner	$14⁹⁵
Cleaning Kit	$14⁹⁵
Cleaning Kit	$14⁹⁵
Eco-Duster	$5⁹⁵
Refill	$11⁹⁵
Refill	$12⁹⁵
RAY-O-VAC	
Computer Battery	$10⁹⁵

TIMEX

DATA·LINK Wireless PC to Watch Communications



A personal information manager on your wrist.. Download information from your PC to the Timex Data Link watch. Select information from the Microsoft and Timex Data Link software, then simply point the watch at your PC monitor. The information, as flashing lines of light on your PC monitor, is read by the watch sensor. In seconds, up to 70 entries are loaded in the watch.

The Times Data Link watch features: Appointments-Stores time, date, and message of appointments, and beeps to remind you before each one **Phone Numbers**-Shows name and phone numbers for quick and easy access Anniversaries-Reminds the watch owner of an event with a string tie on-a-finger icon. **To-Do-Lists**-Lists tasks in a memo log sorted by priority.. **Time Settings**-Sets watch time directly from a PC and allows users to keep track of a 2nd time zone. Alarms-Presets up to five alarms a day, manually or by downloading from the PC.

Black leather or silver bands!

MICROSOFT WINDOWS COMPATIBLE

TRADITIONAL WATCH FEATURES: INDIGLO night-light with NIGHTMODE illuminates the entire watch display with a uniform bright light in low light conditions. •Shows hours, minutes and seconds with 12/24 hour format option. •Water resistant up to 100 meters. •3 year battery life. $99⁹⁵

KEYBOARDS

Microsoft Natural Keyboard-Offers a more natural hand position!	$74⁹⁵
Spill Resistant 101	$19⁹⁵
MITSUMI High Quality Keyboard	$29⁹⁵
ALPS SWITCH Click-Style	$39⁹⁵
KEYTRONICS 2000+	$39⁹⁵
KEYTRONICS 2001	$29⁹⁵
MACINTOSH Compatible Click-Style Extended	$69⁹⁵
FOCUS	
FOCUS 2000 W/COVER	$42⁹⁵
FOCUS 8000 with Calculator	$59⁹⁵
FOCUS 9000 with Calculator / programmable	$69⁹⁵
FOCUS Ergonomic	$34⁹⁵
MICROSPEED	
Deluxe Keyboard for Windows 95®	$45⁹⁵
Macintosh 105 Keyboard Deluxe Model.	$62⁹⁵

POINTING DEVICES

LOGITECH	
Wingman Joystick	$26⁹⁵
Wingman Extreme	$43⁹⁵
Trackman	$69⁹⁵
Trackman Marble - **NEW!**	$89⁹⁵
Mouseman Serial (1313)	$52⁹⁵
Mouseman Bus Version (911230)	$69⁹⁵
Sensa Mouseman	$55⁹⁵
First Mouse 2-button	$28⁹⁵
MITSUMI	
Wireless Mouse - **NEW!**	$59⁹⁵
MICROSPEED	
PC-TRAC DELUXE serial/bus	$55⁹⁵/$95⁹⁵
MicroTRAC PS/2	$57⁹⁵
MacTRAC 2.0 for Macintosh	$56⁹⁵
WinTRAC DELUXE serial	$69⁹⁵
KENSINGTON	
Thinking Mouse 4.0 - serial/bus	$69⁹⁵/$99⁹⁵
Thinking Mouse 4.0 - Mac Version	$89⁹⁵
Two Button Mouse - Mouse Port/serial	$49⁹⁵/$49⁹⁵
Two Button Mouse - Mac Version	$59⁹⁵
Expert Trackball 4.0 - serial/bus	$96⁹⁵/$96⁹⁵
Turbo Trackball 4.0 Mac Version	$99⁹⁵
Macintosh Mouse In-a-Box	$Call
Expert Mouse 5.0 for PC	$99⁹⁵
ALPS	
Serial Glidepoint Touchpad	$85⁹⁵
Advanced GRAVIS	
GRAVIS THUNDERBIRD Joystick	$44⁹⁵
Mac MouseStick II Joystick	$44⁹⁵
GRAVIS FIREBIRD Joystick	$64⁹⁵

NCA Computer Products®

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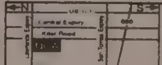
Expires 8-18-96



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Mon-Fri 9am-9pm; Sat 9am-8pm Sun 10am-7pm
(408) 739-9010 Fax (408) 739-2420

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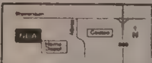
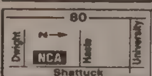
NCA PALO ALTO OPEN TILL 8:00 PM M-F
3825 El CAMINO REAL (Curtner & El Camino)
Mon-Fri 10am-8pm, Sat-Sun 10am-7pm
(415) 493-2444 Fax (415)-493-2480



NCA FREMONT OPEN TILL 8:00 PM M-F
40521 Albrae St. (Next to HOME DEPOT)
Mon-Fri 10am-8pm; Sat-Sun 10am-7pm
(510) 249-0850 Fax (510) 249-0855



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Corporate Sales
Corporate, Dealers, Educational
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Fax (408) 739-2420

Mail Order Sales
(408) 522-5015
Fax: (408) 739-2420

International Sales
(408) 522-5066
Fax (408) 739-2420

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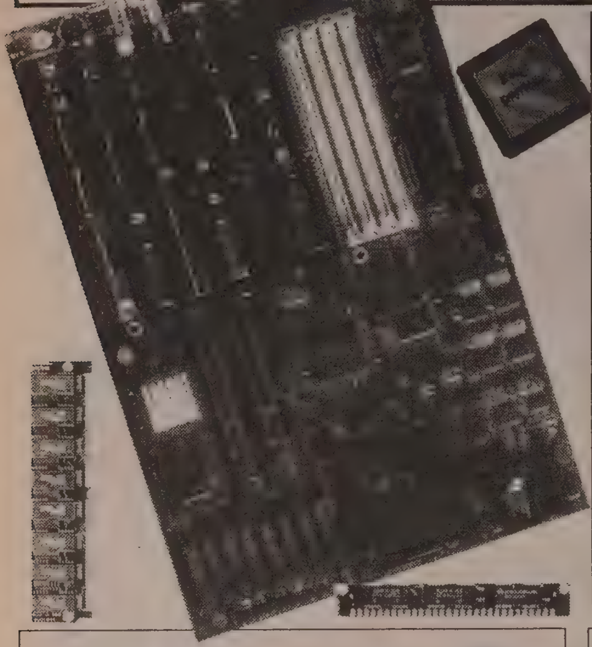
MOTHERBOARDS, RAM, ETC.



MOTHERBOARDS

NCA's High Quality PCI

PENTIUM™ 75-THRU 166MHZ

TRITON PCI WITH BUILT-IN 256K PIPELINE BURST CACHE

- Built-in 256K PIPELINE BURST CACHE
- 3-PCI SLOTS
- Triton chipset
- ZIF SOCKET
- SOCKET 7
- USES 72 PIN SIMMS
- INTEGRATED Enhanced IDE
- 0MB EXP. TO 128MB RAM

Triton Chipset

$\$139^{95}$

CPU Sold seperately

MOTHERBOARDS

NCA's High Quality PCI UMC Chipset

486DX MOTHERBOARD PCI

- 3 PCI SLOTS
- USES 72 PIN SIMMS
- AWARD BIOS
- SUPPORTS DX4
- 256K CACHE
- 0MB EXP. TO 64MB RAM
- ZIF SOCKET
- UMC CHIPSET

$\$99^{95}$

CPU Sold seperately

NCA's High Quality PCI **ASUS**

PENTIUM™ 75-THRU 166MHZ

PCI WITH 256K PIPELINE BURST CACHE

- **0K to 128MB EDO Memory or Fast Page-Mode Memory**
- **SMC 37665GT Super Multi-I/O Chip**
- **Intel 430FX Chipset**
- 3 ISA & 3 PCI slots
- On-board PCI Bus Master IDE controller
- 256K Pipeline Burst Cache (Exp. 512K)
- One 2.88MB Floppy Port
- Two 16550 Fast UART Compatible Serial Ports
- One EPP, ECP parallel port
- ZIF Socket 7

Intel 430FX Chipset

$\$199^{95}$

CPU Sold seperately

NCA's High Quality PCI **Endeavor**

PENTIUM™ 75-THRU 166MHZ

TRITON PCI WITH 256K PIPELINE BURST CACHE & SOUND ON-BOARD

- **INTEGRATED Enhanced IDE-I/O**
- **TRITON Chipset**
- 256K pipeline burst cache
- 0MB EXP. TO 128MB
- Integrated Vibra 16S Audio Controller
- Flash BIOS
- SOCKET 7

Triton Chipset

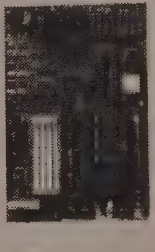
$\$249^{95}$

CPU Sold seperately

NCA's Premier/VLB OPTI Chipset

486DX MOTHERBOARD VESA LOCAL BUS

- 3 VESA LOCAL BUS SLOTS
- **256K CACHE**
- 0MB EXP. TO 64MB RAM
- ZIF SOCKET
- OPTI CHIPSET
- USES 30 OR 72 PIN SIMMS
- AWARD BIOS
- SUPPORTS DX4



$\$99^{95}$

128K CACHE - $\$89^{95}$ • 0K CACHE VERSION - $\$69^{95}$

CPU Sold seperately

NCA's High Quality PCI **ASUS**

DUAL PENTIUM™ 90 THRU 100MHZ

TRITON PCI WITH 256K PIPELINE BURST CACHE

- **SMC 37665GT Super Multi-I/O Chip**
- **NEPTUNE Chipset**
- 256K cache (Exp. to 512K)
- Uses 72-pin SIMMS
- 0MB EXP. TO 512MB
- AWARD BIOS
- Uses 72-pin SIMMS
- On-board ISA IDE Hard Drive Controller
- 4 ISA & 4 Bus Master capable PCI slots

On-board NCR SCSI BIOS firmware supports the optional SC-200 SCSI controller to connect up to 7 internal or external SCSI devices

Neptune Chipset

$\$449^{95}$

CPU Sold seperately

Intel **Advantage/AS**

PENTIUM™ 75-THRU 166MHZ

PCI WITH 256K PIPELINE BURST CACHE WITH 1MB ATI VIDEO & SOUND ON-BOARD

NEW!

- **CRYSTAL 4232 AUDIO CONTROLLER & YAMAHA OPL3 SYNTHESIZER**
- **ATI64CT PCI 1MB GRAPHICS CONTROLLER**
- AMI BIOS IN FLASH MEMORY DEVICE
- SECONDARY CACHE MEMORY SOCKET
- SOCKET 7, 2 PCI/IDE CHANNELS FOR HARD OR CD-ROM DRIVES
- 3 PCI & 2 ISA SLOTS
- USES 72-PIN SIMMS
- OMB TO 128MB
- 2 SERIAL & 1 EPP, ECP PARALLEL PORTS

$\$349^{95}$

CPU Sold seperately

FULL LINE OF MOTHERBOARDS TO MEET ALL YOUR NEEDS!

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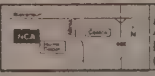

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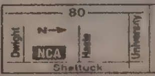

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MS

New Products *continued from page 212*

and responds by maximizing power management and battery life. In addition, the Nuovo includes integrated communications capabilities with an integrated microphone and 28.8Kbps fax/data modem. (Estimated street prices ranging from $3499 to $3999) Acer America Corp., 2641 Orchard Pkwy., San Jose, CA 95134. 1-800-SEE-ACER. URL: *http://www.acer.com/aac/* .

Games

Tactical Operations Expansion Pack

Next Generation Publishing has released Tactical Operations, an expansion CD-Rom for both the *Warcraft 2* and *Command & Conquer* multimedia games. The CD-Rom, when used in conjunction with a full version of *Warcraft 2* or *Command & Conquer*, adds hundreds of new scenarios and missions to the existing games and features several of the latest editors, cheat codes, strategy guides and frequently asked questions. Next Generation Publishing, (714)634-3823.

500 NEW MISSIONS
EXPANSION PACK FOR WARCRAFT 2
EXPANSION PACK FOR COMMAND & CONQUER

Network Servers

MultiNet CD-Rom Server

Pars International Computer, Inc. has introduced the MultiNet CD-Rom server. The multi-protocol fileserver installs and automatically configures itself as a NetWare, Network File System, and Web server, allowing users in each of these environments to employ similar commands to simultaneously access up to seven CD-Rom drives. Pars International Computer, Inc., 22445 Foothill Blvd., Hayward, CA 94541. 1-800-947-4742 or *info@pars.com* or URL: *http://www.pars.com* .

Macintosh Hardware

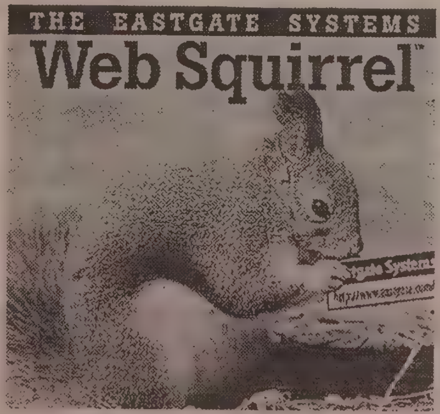
EtherMac LC Comm Slot Card

Farallon has announced the availability of its Ethermac LC Comm Slot Card for Macintosh LC and Performa series computers. The card fits into the communications slot of the computer. 10Base-T, Thinnet and EtherWave cards are available. $76 to $89 per single pack, depending on configuration. Farallon Communications, Inc., 2470 Mariner Square Loop, Alameda, CA 94501-1010. (510)814-5000, *info@farallon.com*, or URL: *http://www.farallon.com* .

Web Software

The Eastgate Web Squirrel

Eastgate Systems, Inc., has announced the Eastgate Web Squirrel, a new spatial organizer for the Internet which helps browsers keep track of the hundreds of URLs, email addresses, FTP sites, and other network resources encountered on the Web by building "information farms" that are easily modifiable. Eastgate Systems, Inc., 134 Main St., Watertown, MA 02172. 1-800-562-1638 or *squirrel@eastgate.com* or URL: *http://www.eastgate.com/squirrel/* .



Books

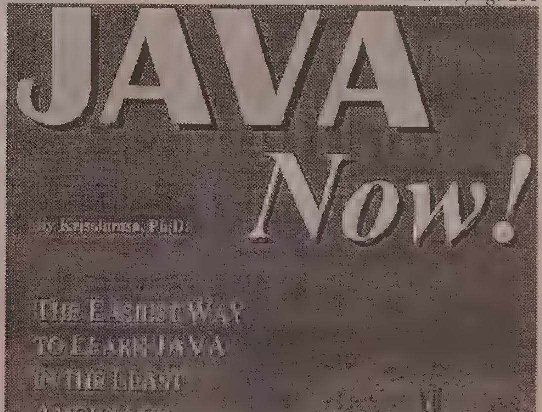
Web Page Construction Kit with VRML/Live3D

Web Page Construction Kit with VRML/Live3D is a resource of information on VRML software and tools. Information is presented in a hands-on lesson format, describing each tool in detail, and explains how all the parts are brought together to achieve the desired result. The book includes a CD-ROM which contains demo versions of the Windows- and DOS-based 3-D modelers Imagine and trueSpace2—plus reusable 3-D objects, VRML converters, and scripts for the projects developed in the book. ($40) Waite Group Press, 200 Tamal Plaza, Corte Madera, CA 94925. (415)924-2527. URL: *http://www.waite.com/waite* .

JAVA Now!

JAVA Now! is an introductory tutorial to the Java programming language that assumes no previous programming experience. The book leads first-time or experienced programmers through a series of 35 ten-minute lessons, introducing the basics and covering concepts such as creating Java applets, combining music with animated graphics, writing multithreaded applications, building personal class libraries, and much more. It includes instructions on downloading a free Windows 95-, Mac-, or UNIX-based Java compiler. ($17) Jamsa Press, 2927 S. Rainbow, Suite 1, Las Vegas, NV 89102. (702)248-6116.

continued on page 236



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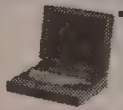
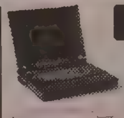
NOTEBOOKS • COME IN AND TEST DRIVE**



TOSHIBA
T 610 CT
Pentium® 90MHz Processor
8MB RAM
720MB Hard Disk
TFT ACTIVE Color Display
$3089

OTHER TOSHIBA MODELS OFFERED
T720CT
T400CDT
T100CS
T410CDT
T4505CS

**At Fremont Location

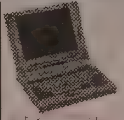


HEWLETT PACKARD
Omnibook 5500CT
Pentium® 133MHz Processor
16MB RAM
1.2GB Hard Disk
TFT Active Color Matrix
$5799

OTHER HP MODELS AVAILABLE
Omnibook
5000C/5000CT/50000CTS
Omnibook 5500/133MHz
Omnibook 600C/600CT

NEC
Versa 4050H
Pentium® 90MHz Processor
8MB RAM
810MB Hard Disk
TFT Active Color Display
Built-in 16 Bit Sound Card
$3899

OTHER NEC MODELS AVAILABLE
Versa 2000C Series
Versa 4000C Series
Versa 4000D Series
Versa 4050C Series



COMPAQ
LTE 5300
Pentium® 133MHz Processor
16MB RAM
1.3GB Hard Disk
12.1" TFT Active Color Screen
$5749

OTHER COMPAQ MODELS AVAILABLE
Contura Series
LTE 5000 Series
LTE 5100 Series
LTE 5200 Series

IBM
ThinkPad TP760LD
Pentium® 90
8MB RAM
810MB Hard Disk
CD-ROM, D/W
$4549

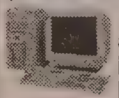
OTHER IBM MODELS AVAILABLE
TP 760ED
TP 760EL
TP 760ELD
TP 865ED

NOTEBOOK ACCESSORIES

Toshiba Desk Station V	$CALL	Desk Station LTE5300 (213700-001)	$499	Dock Station FB5500CT	$679
Batt (T1900/2400/48/49)	$119	MPEG/TV Adaptor (213507-001)	$599	AST Batt Ascentia 900N	$199
Sound Card (T2400)	$159	HP Enh. Batt F. OB5500	$329	AST Batt F. Ascentia J	$239
Batt (T700)	$279	HP 4X CD F. OB5500CT	$399	AST Batt F. Ascentia P	$289
Batt Compaq LTE5300	$149				

SYSTEMS

(Monitor Sold Separately with All Systems)

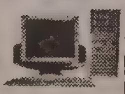


AST COMPUTER
Bravo MS 2000C
Pentium® 166MHz Processor
16MB RAM
2GB Hard Disk
6X CD-ROM
3 Year Warranty
$2299

OTHER AST MODELS AVAILABLE
Permmia GX Systems
Manhattan P Systems
Bravo MS Systems

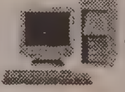
Apple
Power Mac®
8500/150 Processor
16MB RAM Exp. to 512MB
2GB Hard Disk
4X CD-ROM
3 Year Warranty
$4399

OTHER APPLE SYSTEMS AVAILABLE
Power Macintosh 7200/120
Power Macintosh 7600/120
Power Macintosh 9500/132



COMPAQ
Prolinea 1620CD
Pentium® 150MHz Processor
16MB RAM
1.2GB Hard Disk
4X CD-ROM
3 Year Warranty
$3049

OTHER COMPAQ MODELS AVAILABLE
Deskpro Series
Proliant Series
Prosignia Series
Prolinea Series

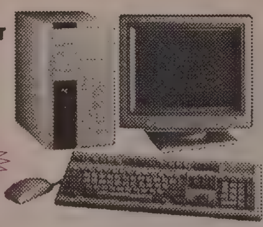


HEWLETT PACKARD
Vectra 515MCX (MT)
Pentium® 133MHz Processor
16MB RAM
1.6GB EIDE Hard Disk
8X CD-ROM Drive
28.8 Kbps Fax/Modem w/Answering Machine and Speaker Phone
16 Bit Sound Blaster
PCI Structure (D4152B)
$2399

OTHER HP MODELS AVAILABLE
Netserver LC, LF, LH, LM and LC Series
Vetra 500 VL, VT, XM and XU Series
Processor and Memory Upgrades
Advance Stack Hubs and Routers
Network Adaptors and UPS Solutions
Drive Arrays and Hard Drives

MTi SYSTEMS

MICROTECH INTERNATIONAL

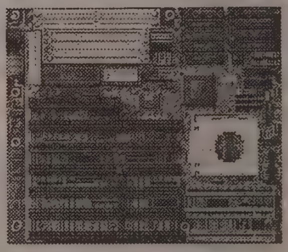


ENTRY LEVEL SYSTEM
Intel Pentium® 100MHz Processor
Intel Endeavor Motherboard
256K Pipeline Burst Cache
#9 Motion 331 SVGA Card w/1MB
Built-in I/O
1.2 EIDE Hard Disk
1.44 Floppy Drive
28.8 Int. Fax/Modem
Toshiba 6X CD-ROM
Creative Labs Vibra 16 Bit Sound Card
Yamaha M5 Speakers
Minitower Case w/230W PS
104 Enhanced Keyboard
Windows 95 CD
CALL FOR OTHER MODELS
$995

TOSHIBA
CREATIVE
pentium
Microsoft® SOLUTION PROVIDER
Microsoft® Windows 95 Ready!

BUSINESS SYSTEM
Intel Pentium® 166MHz Processor
Intel Atlantis Motherboard
256K Pipeline Burst Cache
ATI PCI 64 SVGA w/2MB VRAM, EIDE I/O
2.0 EIDE Hard Disk
1.44 Floppy Drive
US Robotics 28.8 Fax/Modem
Toshiba 6X CD-ROM
Creative Labs 16 Bit Sound Card
Altec Lansing ACS Speakers
Minitower Case w/230W PS
104 Enhanced Keyboard
Windows 95 CD
Microsoft Office Pro Windows 95 CD Includes:
MS Word, MS Excel, MS Powerpoint, MS Access
CALL FOR OTHER CONFIGURATIONS
$1949

MOTHERBOARDS



Intel Endeavor P75-166
256K Cache, EIDE,
High Speed I/O,
SB Vibra 16
$209

Intel Atlantis
586-P75-166MHz, PCI,
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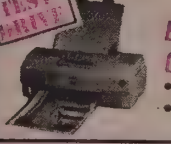

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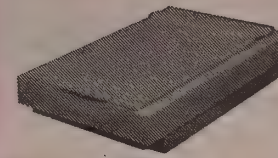

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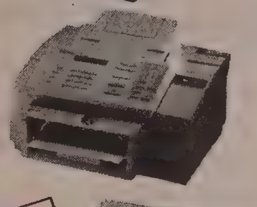

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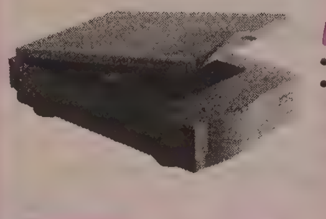

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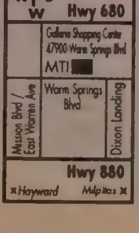

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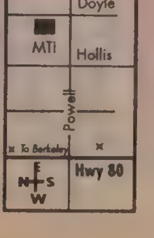

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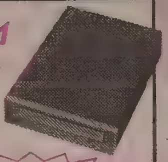

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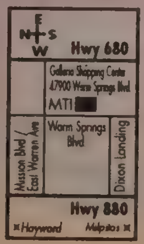

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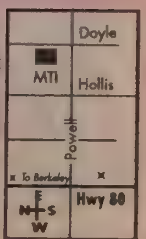

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New Products *continued from page 231*

Product Reviews

Book

The Web Page Design Cookbook

Written By: William Horton, Lee Taylor, Arthur Ignacio and Nancy L. Hoft
Published By: John Wiley and Sons, Inc.
List Price: $34.95
Reviewed By: Tim Hohmann

WEB PAGE
DESIGN cookbook

"On the cover, in large, friendly letters, the book said, 'Don't Panic!'" This line from *The Hitchhiker's Guide to the Galaxy* graces the beginning of *The Web Page Design Cookbook: All the Ingredients You Need to Create 5 Star Web Pages*, and gives the reader a pretty good idea what to expect from the remainder of the book. The authors assume that anyone who has a reasonable layman's knowledge of personal computers and the Internet ought to be able to develop a good-looking Web page, and sets out to show the reader how to do it. Most importantly, they show how to do it without having to become an HTML wizard.

As an appetizer, the authors give some general background about the Internet, the Web, and HTML. This information will be a review for most people contemplating creating a Web page, but gives a good picture of what the Web is and why you might want to publish on it. The book goes on to offer step-by-step "recipes" for creating progressively more complex and fancy Web pages for a wide variety of applications, including home pages, course descriptions, registration or survey forms, and multimedia samplers. The instructions are logical and understandable, but are designed to be fairly generic and platform-independent. For dessert, there's a very complete list of resources, including Web authoring tools, browsers and helper applications for Macintosh, Windows, OS/2 and even UNIX.

The real meat and potatoes (to continue the cooking metaphor) is the CD-ROM, which accompanies the book. Rather than get into the details of HTML programming, this book lets you create your own page by finding a similar example on the CD-ROM. You then customize the page by cutting and pasting additional ingredients—backgrounds and icons (also provided) and content from other files. The disk contains basic template files, which put "placeholders" where your information should go, as well as sample content as examples for replacing the placeholders. Both templates and examples are formatted as Rich Text Format (RTF) files that show the HTML tags (which you shouldn't mess with) in one color and the actual content in another, making editing easy. All the files are also included in HTML format, so you can use your browser to see exactly what you're starting with.

For the experienced or aspiring Web design guru, *The Web Page Design Cookbook* approach is probably too simplistic and inflexible. But for the average computer user or businessperson who wants to put something on the Web that looks custom-made, but doesn't want to become a propeller-head to do it, this book provides a way to get good-looking pages up quickly and easily. John Wiley and Sons, Inc., Professional Reference and Trade Group, 605 Third Ave., New York, NY 10158-0012. (908)469-4400.

Macintosh Hardware Review

Port Juggler

Manufactured By: Momentum
List Price: $100
Reviewed By: Matthew Leeds

It's easy to run out of serial ports on the Macintosh. Black & white printer, color printer, modem, scanner, VCR, the list seems endless. With only two serial ports, and serial cards upwards of $300, there are few good solutions. While a serial switch box may work, many devices won't function correctly with a switch box, and remembering to switch before you access each device gets old fast.

Momentum's Port Juggler is an intelligent automatic serial switch box. It attaches to any existing serial port and provides four serial ports. The included software driver switches which serial device is passed through depending on what you're doing. You teach it what device is attached to each port by selecting the driver or application that accesses each device and assigning it to a given port. Then, when you use the application or driver, that port becomes active.

I tested the Port Juggler by connecting a Visioneer PaperPort, a laser printer (via GDT's PowerPrint software and cable), a Fargo FotoFun color printer, and a Hi8 VCR (via Abbate Software's VTK Premiere plug-in).

Momentum recommends connecting a device that needs a constant connection to port #1 on the Port Juggler. Port #1 is the default port, and a fax/modem or PaperPort constantly listens on the serial port for activity. I found that this works fine, and my PaperPort worked correctly attached to the Port Juggler once I recalibrated the scanner. The laser printer and VCR also worked fine, with the Port Juggler switching connections as needed automatically when I printed or ran Premiere. Things were not so smooth with the FotoFun printer.

Fargo's FotoFun prints in two stages. It first spools the print job to the hard drive, then sends it to the printer. The Port Juggler was unable to detect when the spool job was ready for the printer, and never switched to it. I contacted Momentum's technical support and was assured that they were aware of the problem, and had a new driver that would be emailed to me within a week. I'm still waiting.

The Port Juggler is a good solution to serial port expansion if you only need access to one serial device at a time and if all of the serial devices you want to attach to it are already supported by the Port Juggler. They have released many new versions of the driver as they find additional devices that don't work correctly, but their technical support is a toll call, and they don't have a Web site. They do have an email address on AOL. While I'm happy with my Port Juggler, I'll be happier when it works with the FotoFun printer. Momentum, 328 Uluniu St., Ste. 207, Kailua, HI 96734. ■

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P-75	**$698**
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- Mitsumi 104 Enhanced Keyboard
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- 16 Bit IDE Sound Card
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- Windows 95 or Win 3.11 & DOS 6.22

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- Windows 95 or Win 3.11 & DOS 6.22

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- Microsoft Mouse
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- 8X IDE CD-ROM Drive
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P-120	**$2228**	**$2528**
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ATI	
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TI 33.6 Modem/14.4 Fax v.34 Int	99
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Intel Pentium® 75/100/120/133/150/166	$95/139/189/259/345/489
AMD 486DX2-66/80	22/29
AMD 486DX4-100/120/133	35/39/49
AMD K5-75/90	55/96
Cyrix 686-100/110 (P-120+/P-133+)	119/139
Cyrix 686-120/133 (P-150+/P-166+)	169/285

KEYBOARDS & MOUSES

Mitsumi 104 for Windows 95	$13
Keytronic 104 for Windows 95	22
Microsoft Natural Keyboard	55
Microsoft Mouse	22
Logitech Serial 2/3 Button	15/19
Logitech PS2 3 Button	14
Mitsumi 2 Button	7

MOTHERBOARDS

C-More SiS Chipset w/256K Pipeline Burst Cache	$105
C-More Triton Chipset w/256K Pipeline Burst Cache	115
J-Bond Triton Chipset w/256K Pipeline Burst Cache	125
Intel Endeavor w/256K Pipeline Burst Cache w/Sound Card	$225
Intel Atlantis w/256K Pipeline Burst Cache w/Sound Card/video Card	$225
Intel Venus w/256K Pipeline Burst Cache	335

CASE & POWER SUPPLY

Mini Tower w/230W PS	$29
Medium Tower w/230W PS	47
Full Tower Case w/230W PS	65
Desktop Case w/230W PS	35

MULTIMEDIA

Acer 8x IDE CD-ROM	$99
NEC 4X IDE CD-ROM	45
Mitsumi 4X/6X/8X IDE CD-ROM	47/62/109
Toshiba 4X/6X/8X IDE CD-ROM	54/70/125
16-Bit Stereo Sound Card ESS-1688	$35
Sound Blaster 16 Vibra PnP	$69
Sound Blaster Wave Table	139
25/120/180/300 Watt Stereo Speakers	15/35/39/55

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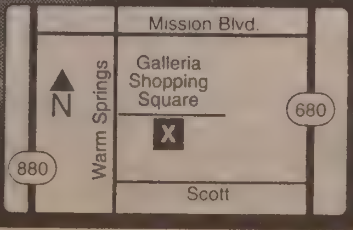

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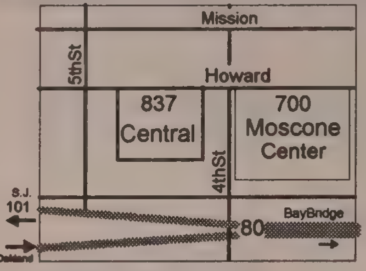

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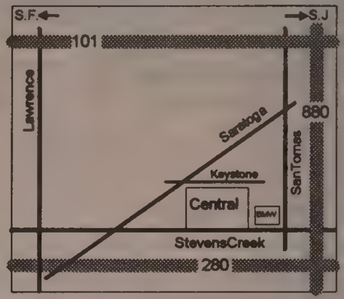

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Central Systems #21
486 Green PCI

SALE

M-Tech 486 PCI Motherboard
CPU Cooling Fan
4MB RAM (1 x 32 - 60ns Non-Parity Simm)
Teac 1.44MB Floppy
Conner 540MB IDE Hard Drive
Built-in EIDE & I/O, 256k on board
Baby Tower Case w. 230W Power
Antec 104 Keyboard
Shamrock 14" 1024 x 768 .28 NI Digital Monitor
Antec Serial Mouse
Spider Lynx 64, 1MB PCI VGA

AMD 486-DX2-66 CPU	**$749**
AMD 486-DX4-100 CPU	**$765**
AMD 486-DX4-133 CPU	**$775**
Intel 486-DX4-100 CPU	**$825**

Central Systems #22
586 Basic Systems

SALE

Intel Pentium CP
CPU Cooling / Hearsink
8MB RAM (2 of 1 x 32 EDO 60ns Simm)
Teac 1.44MB Floppy
Western Digital 635MB IDE Hard Drive
Built-in EIDE & I/O, 256k on board
Baby Tower Case w. 230W Power
Antec 104 Keyboard
Shamrock 14" 1024 x 768 .28 NI Digital Monitor
Antec Serial Mouse
Stealth 64 1MB DRAM PCI VGA

M-Tech 30/72-pin 586-75 / 100	**$895/935**
Shuttle HOT-541 586-75 / 100	**$875/915**

Central Systems #23
Pentium Multimedia

Intel Pentium CPU, CPU Cooling / Heatsink
8MB RAM (2 of 1x32 - 60ns EDO Simm)
Teac 1.44MB Floppy
Western Digital 850MB IDE Hard Drive
Built-in EIDE & I/O, 256k Cache on board
Mitsumi 6X CD Rom Drive
Mid Tower Case w. 250W Power
Mitsumi / Keytronic Keyboard
Shamrock 15" 1280 x 1024 .28 NI Monitor
Microsoft Serial Mouse
ESS 16 Sound Card
Mini Speakers 4W
Diamond Stealth 64 1MB DRAM PCI VGA

SALE

Asus P55-TP4N **Pipeline cache 586-75 / 100**	**$1189/$1225**
Micronics M54PI 586-100	**$1289**

MS Dos 6.22 & Win 3.11- add $69 , MS Win'95 - add $89 All systems are upgradable for the price difference

Central Systems #24
Pentium 6X CD & Modem

SALE

Intel Pentium CPU, CPU Cooling / Heatsink
16MB RAM (2 of 2 x 32 60ns EDO Simm)
Teac 1.44MB Floppy
Western Digital 1.2GB IDE Hard Drive
EIDE & I/O, 256k Pipeline Cache on board
Mitsumi 6X CD Rom Drive
Mid Tower Case w. 250W Power
Mitsumi / Keytronic Keyboard
Shamrock 15" 1280 x 1024 .28 NI Monitor
Microsoft Serial Mouse
SB 16 Vibra Sound Card or compatible
EP-280, 60W Speakers
Diamond Stealth 64 2MB PCI DRAM VGA
Sportster 28.8 Win Modem

Intel Endeavor 586-100 / 133	**$1485/$1605**
Micronics M54Hi 586-100 / 133	**$1595/$1715**
Super P55CMS 586-100 / 133	**$1515/$1635**

Central Systems #25
Pentium 8X CD & Modem

SALE

Intel Pentium CPU, CPU Cooling / Heatsink
16MB RAM (2 of 2 x 32 60ns EDO Simm)
Teac 1.44MB Floppy
Western Digital 1.6GB EIDE Hard Drive
EIDE & I/O, 256k Pipeline Cache on board
Toshiba 8X CD Rom Drive
Mid Tower Case w. 250W Power
Mitsumi / Keytronic Keyboard
MAG DX1595 / Viewsonic 15ES Monitor
Microsoft Serial Mouse
SB 16 Vibra Sound Card or compatible
EP-280, 60W Speakers
Diamond Stealth Video 64 2MB PCI VRAM VGA
Sporster 28.8 Win Modem

Intel Endeavor 586-133 / 166	**$1789/$2009**
Asus P55-TP4N 586-133 / 166	**$1815/$2035**
Super P55CMS 586-133 / 166	**$1825/$2045**

Central Systems #26
Pentium SCSI 6X CD

Intel Pentium CPU, CPU Cooling / Heatsink
16MB RAM (2 of 2 x 32 60ns EDO Simm)
Teac 1.44MB Floppy
HP 3725S, 2.14GB SCSI-2 Hard Drive
EIDE & I/O, 256k Pipeline cache on board
WD Fast PCI SCSI-2 Controller
Teac 6X SCSI CD Drive
Mid Tower Case w. 250W Power
Mitsumi / Keytronic Keyboard
JFTON TE760 17" Monitor
Microsoft Serial Mouse
SB 16 Viba Sound Card or compatible
EP-280, 60W Speakers
Diamond Stealth Video 64 2MB VRAM PCI

SALE

Intel Endeavor 586-150 / 166	**$2285/$2399**
SUPER P55CMS 586-150 / 166	**$2329/$2439**

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HARDWARE

1. CD DRIVE / SOUND CARD

ADDONICS (portable)

4X Parallel Port CD Rom / w. Sound Card	209/279
6X Parallel Port CD Rom / w. Sound Card	239/359

CREATIVE LABS

Midi Kit + Software	65
Share Vision PC3000 (video, camera, modem)	945
Sound Blaster 16 IDE, plug & play	79
Sound Blaster 32 PNP IDE oem / reg	145/155
Sound Blaster AWE 32, plug & play	249
Video Blaster SE-100 (video capture)	235
Voice Assist software + Microphone	34
Wave Blaster II	135

CRYSTALIZER

4-in-1 SCSI-2 Sound Card & MCD	89

MITSUMI

FX600 150ms, 900KB/s, IDE 6X Int	*(75)
FT810T 8X IDE Int	125

NEC

6Xi 6 Speed Int	*(315)
MultiSpin 4X Ext 4 Disc Changer	325
MultiSpin 4X Int 4 CD Rom Changer	*(129)
Interface Kit w. 16 bit AT SCSI	69

PANASONIC

CR-583 8X IDE Int	119
KXL-D740 4X CD + PCMCIA I/F	399
KXL-D745 4X CD + PCMCIA Sound	595

PINNACLE MICRO

10Xtreme 10X CD Rom, 1.5Mb/s, IDE, Int	295

PLEXTOR

PX-43CE 100ms, 675KB/s, 4X, SCSI, Int	235
PX-63CS 145ms, 900KB/s, 256k, 6X, SCSI, Int	265
PX-83CS 110ms, 1200KB/s, 256k, 8X, SCSI	375

SONY

CDR-111 6X IDE Int	75
CDU-311 8X IDE Int	119
CSD-76SB 4X SCSI Int	115
PRD-150 Portable 2X w. PCMCIA Kit	345

SYNCHROME

Maestro CD 4X Parallel Ext	195
Maestro CD-6 6X Parallel Ext	265
Maestro CD-4x4 Mini Changer, Parallel	385

TEAC

CD565 6X SCSI Int	*(169)

TOSHIBA

XM-5401B 4X SCSI Int	125
5602 8X IDE Int	125

TURTLE BEACH

Wave Table Sound 32	129

OTHERS

CD Caddy / CD Jewel Case	3.99/*(0.55)
ESS 16 IDE Sound Card	49
Fujitsu Stereo Sound Card PCMCIA	199
New Media Game Jammer 8 bit PCMCIA	185
New Media Wav Jammer 16 bit PCMCIA	245
Gravis Ultrasound Ace	*(75)
Portable 2X CD w. PCMCIA	269
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Condensed MicrophoneSD-87M	14.99
Pocket Size Microphone SD-MCI	19.99
Stereo Headset SD-97M	24.99

MULTIMEDIA UPGRADE KIT :

SB 32 PNP Discovery 8X CD Kit w. 12 titles	349
Turtle Beach TBS-810 4X + 16 Sound Card + titles	199
Turtle Beach TBS-6600 6C CD + 16 Sound + titles	269
Turtle Beach TBS-8800 8X CD + 16 Sound + titles	389

WRITABLE CD DRIVES :

HP Sure Store CD Writer C4324B, read 4X, write 2X	*(825)
HP Writable CD 74 min. / 5-Pack	10.95/49.95
Kodak Writable CD (74 min.)	8.95
Panasonic PowerDrive Optical : 2X Write, 4X Read Int / Ext	485/615
- Writable Optical Disk	49.95
Philips 2X, 4X CDD-2000 Int / Ext	729/849
- CDD-2000 Ext with Kit	1250
Sony Writable CD (74 min.)	8.75
Yamaha CDR-102 2X Drive only Int / Ext	675/775
Yamaha CDR-100 4X Int / w. Kit	1195/1495
Yamaha CDR-100 4X Ext / w. Kit	1295/1595
- InCat Easy CD Pro (s/w) oem	*(99)
- InCat Easy CD Pro (s/w)	345

SPEAKERS :

Active 85 (100W) / Active SP-690	39/33
Altec ACS51 / ACS52 / ACS53	65/89/125
Altec ACS150 / ACS300.1	99/199
Altec ACS500	295

Anniversary SALE (limit 1 per customer)

EP-68 (70W)	**22**
EP-120 (200W)	**33**

EP-280 (60W)	29
JAZZ J-306 5W RMS per Channel	39
JAZZ J-590 14W RMS per Channel	69
Labtec LCS-150 Stereo	18.95
Labtec LCS-600 Stereo	24.95
Labtec 1224 Space Server 3D Stereo (10W)	69
MLF-CP55 Mini Speakers (4W)	*(4.99)
Yamaha YST-M5 / YSTM-10 (10W)	39/65
Yamaha YST-M15 (10W)	79

2. CASE

Baby AT w. 230W / Baby Tower w. 230W	49/45
Mid Tower w. 250W Power	59
Full Tower w. 250W Power : 1 Fan / 2 Fans	79/95
Full Tower w. 300W Power & Wheels	159
GT212 Mid Tower w. 250W, Open Side, 2 fans: Black / White	109/105
GT300 Full Tower w. 300W, Open Side, 2 fans: Black / White	175/169
KS-A5561 Full, Slide Open Side, 250W, 2 fans	135

HDD EXTERNAL CASING:

2 half ht or 1 full ht for PC, 80W, w/o cable	89
4 half ht or 2 full ht, 200W, w. cable	119
8 half ht or 4 full ht, 250W, w. cable	229
MAP-431-1 1 half ht & fan, 50W, SCSI-3	109
MAP-CD1 CD Rom SCSI Ext, 17W	42
MAP-CD1 IDE Parallel CD Rom Case, 17W	72

ANTEC

CD Rom or 5.25" External Casing	65
3.5" HD External Casing	59
KS-011+RPP3002: 19 Bay Server (9 front,10 int. bay) 300W,Hot-Swap + Redundant P/S, 2 Cooling Fan	599
KS-011+RPT600: 19 Bay File Server (9 front,10 int. bay) 300W Redundant Vertical AT P/S, 2 Cooling Fan	479

3. CONTROLLER

ADAPTEC

1522A Fast SCSI Board, 3Mb/s / w. Kit	85/145
1542CP SCSI Board, 10Mb/s / w. Kit	175/239
2742AT SCSI EISA w. Kit	*(319)
2842AK SCSI VLB w. Kit	229
2940 SCSI PCI w. Kit oem / reg	219/249
2940U SCSI PCI w. Kit oem	235
2940UW Ultra Wide-SCSI PCI w. Kit oem / reg	275/295
AHA3940 PCI Multi-Channel SCSI	399
APA1460 Slim PCMCIA SCSI	165
ASW-EZ SCSI 3.1 for Dos & Windows	59
ASW-EZ SCSI 4.0 for Windows '95	69
T348K Parallel to SCSI Adapter	95
T358K EPP Parallel to SCSI Adapter	125

BUSLOGIC

KT410A IDE Cache VLB	*(109)
KT445C SCSI VLB w. Kit	199
KT542B SCSI-2 w. Kit	209
KT757C Fast SCSI-2 & Wide-SCSI EISA w. Kit	375
KT910A IDE Cache PCI w. Kit	*(149)
KT946C SCSI PCI w. Kit (supports 8GB HD)	249

COREL

Corel SCSI Software v2.5	85

KOUWELL

KW-554N 2IDE/ 2FD	19
KW557A IDE/ 1.44/ 2S(FiFo)/ ECP/ 1G	29
KW558A VLB IDE/ 2.88/ 2S(FiFo)/ 1P1G/ ECP/ EPP.	32
KW560C VLB EIDE/ FDC/ 2S 1P 1G	29
KW560D VLB EIDE/ 2.88/ 2S(FiFo)/ 1P/ ECP/ EPP	35
KW602B EIDE PCI	29

LDP (LOMAS DATA)

Fast PCI SCSI-2 10Mb/s	159
PCI Fast 20, Ultra Wide SCSI, 40Mb/s	215

PROMISE (drive cache)

DC-4030VL IDE VLB, cache up to 16MB	89
DC-5030 IDE PCI	129
EIDE 2300 Plus IDE/ 4HD/ 2S 1P/ 16550	59

QLOGIC

Fast SCSI 16 bit (all SCSI CD Rom)	55
Fast SCSI EISA w. Kit	199
Fast SCSI VLB Kit	189
Fast SCSI PCMCIA	199
Fast SCSI PCI Kit	249
Wide-SCSI PCI Kit, 20M/sec.	299

SIIG (5 yr. warranty)

CN2420 EIDE 4HD 16 bit ISA	39
CN2419 EIDE 4HD/ 2FD 16 bit ISA	59
CN2424 EIDE 4HD/ 2FD/ 2S 1P 1G/ 16550 & IEEE1284	79

WONDER SYSTEM

IDE w. 4FD/ 2.88/ Drivers Tape/ 1.0 Mbps	29
VL3208 EIDE w. 4HD/ 2FD/ 16550/ VLB	29

OTHERS

ASUS SC200 SCSI-2 PCI (w. NCR chips)	79

Anniversary SALE (limit 1 per customer)

WD SCSI-2 PCI	**69**

4. CPU

AMD

486-DX2-66 / 486-DX2-80	29/35
486-DX4-100 / 486-DX4-120	39/45
486-DX4-133	49

INTEL

486 DX2-66	49
486 DX4-100	99
P54C -75MHz / 90MHz Pentium	105/139
P54C -100MHz / 120MHz Pentium	149/209
P54C -133MHz / 150 MHz Pentium	269/359
P54C -166MHz Pentium	519

Anniversary SALE (limit 1 per customer)

133MHz Pentium w. cooling fan (3 yr. warranty)	**279**
166MHz Pentium w. cooling fan (3 yr. warranty)	**529**

150MHz Pentium w. cooling fan (3 yr. warranty)	419
Pentium Pro 180MHz w. fan & 256k cache	635
Pentium Pro 200MHz w. fan & 256k cache	845

OVERDRIVE:

Pentium 63Mhz (fr 486-25 or DX2-50)	149
Pentium 83Mhz (fr 486-33 or DX2-66)	199
Pentium 133Mhz (fr 586-60 / 66)	365
Pentium 166Mhz (fr 586-100)	599

OTHERS

Cooling Fan for 486 CPU	5.95
Cooling Fan for 586 Pentium CPU	7.95

5. DIGITIZER

SUMMASKETCH

III 12 x 12, 4 or 16 button cursor / stylus	*(249)
III 12 x 18, 4 button cursor	*(395)
- 2 button stylus for III	39

WACOM

Art Pad II 4x5, w. Erasing Ultra Pen for PC	135
- w. Fractal Dabbler	155
Art Pad II 4x5, for MAC	139
Art Z II 6x8, w. Erasing Ultra Pen for PC	*(299)
- for MAC	309
Art Z II 12x12, w. Erasing Ultra Pen for PC	425
- for MAC	429
Art Z II 12x18, w. UP-701E	685
UD-520 4-button Cursor	109
UP-201 Pressure Stylus	49.95
UP-701E Erasing Ultra Pen	69.95

6. DRIVE

FLOPPY DRIVE :

TEAC

1.2MB 5.25"	43
1.44MB 3.5" / w. frame	29/33
Dual - 1.2MB & 1.44MB	85

HARD DRIVE :

FUJITSU

M1614TAU 1.09GB 11ms 64k IDE	195
M2934S 4.3GB 10ms 512k SCSI-2	985

HP

37255 2.14GB 8.9ms SCSI-2	*(415)

KINGSTON

PCMCIA 260MB IDE, type III	399
PCMCIA 340MB IDE, type III	475

MAXTOR

MXT-7541A 541MB 12ms 32k IDE	159

Anniversary SALE (limit 1 per customer)

MXT-71084A 1GB 14ms 64k IDE	**169**

MXT-71626A 1.6GB 12ms 128k IDE	235
MXT-72004A 2GB 12ms 128k IDE	269

MICROPOLIS

MC-4221 2.1GB 9ms 512k 1/2 ht	625
MC-3243 4GB 8.5ms 512k 3.5" ht	945
MC-1991 9GB 12ms 5.25"	1945

QUANTUM

Europa 21080A 1GB IDE 2.5" (for notebook)	219
TR-840A 840MB 14ms 128k IDE	179
FB-1280A 1.2GB 12ms 128k IDE	215
Siroccon1700AT 1.7GB 11ms IDE	235
Atlas XP-32150W 2GB 8ms 7200rpm, Fast-Wide SCSI	529
VP-32170S 2.1GB 8.5ms 512k 5400rpm SCSI	499
Atlas XP-34300S 4GB 8ms SCSI	865

SEAGATE (5 yr. warranty for 1GB+)

Anniversary SALE (limit 1 per customer)

ST-3541A 540MB 14ms 64k IDE 1" ht.	**137**
ST-31276A 1.2GB 12ms 64k IDE 1" ht.	**179**
ST-32140A 2GB 10.5ms IDE	**265**

ST-51080A 1GB 12ms IDE	199
ST-3850A 850MB 14ms 128k IDE 1" ht	169
ST-51080N 1GB 12ms SCSI	255
ST-32155N 2.14GB 9ms 256k Ultra SCSI	549
ST-32430N 2.14GB 9ms 512k SCSI-2	599
ST-32550N 2.14GB 8ms 512k SCSI-2	755
ST-32550W 2.14GB Fast-wide SCSI	825
ST-15230N 4.3GB 9ms 512k SCSI	995
ST-15150N 4.3GB 8ms 512k SCSI	1045
ST-410800N 9GB 11.5ms 1M SCSI	2199

TOSHIBA (notebook drive)

PCMCIA 262MB IDE	425
FCV-1926 810MB IDE 2.5"	299
T2720FC 1.3GB IDE 2.5"	479

WESTERN DIGITAL (3 yr. warranty)

WD-6350 635MB 11ms 128k IDE	165
WD-2850 850MB 10ms 128k IDE	175
WD-21200 1.2GB 11ms 128k IDE	*(219)
WD-31600 1.6GB 10ms 128k IDE	239
WD-32100 2.1GB 12ms 128k IDE	315
WD-32500 2.5GB 12ms 128k IDE	379

OTHERS

Descartes PCMCIA Card Reader /Writer for PC	169
Mounting Frame for 3.5" Hard / Floppy Drive	4/4
Removable Case for 3.5" HD IDE	23
Removable Case for HDD SCSI	25

REMOVABLE DRIVE :

IOMEGA

Jaz Drive 1GB SCSI Int.	479
Jaz Drive 1GB SCSI Ext	595
- Jax Disk 1GB / 5 Pack	119/499
Zip Drive 100MB SCSI	199
Zip Drive 100MB Parallel	199
- Zip Disk 100MB single	17.95
- Zip Disk 100MB : 3-Pack	48
- Zip Disk 100MB 10-Pack	155

SYQUEST (Mitac)

105MB 3.5" w. cart., SCSI for Mac, Ext.	*(259)
105MB Cartridge	55
270MB Cartridge	65
EZ 135MB IDE Int	139
EZ 135MB SCSI Ext	149
EZ 135MB Parallel Port	149
EZ Disk 135MB	19.99

*(price) .... SPECIALS , while supplies last

(oem) .... $, bundled with hardware only

7. I/O CARD

FUJITSU

PCMCIA Serial Card	135

KOUWELL

KW508-E Single Parallel Port	12
KW509S 2S	25
KW524H 2S/1P/1G	22
KW524L 2S(FiFo)/ 1P/ 1G w. 16550 chips	32
KW524J-1 2S/2P w. 16550 chips	29

QUICKPATH (16550)

FlexPort 42: 4 Serial / 2 Parallel (Bi - Dir)	99
PortFolio 550E: 13 Port Multi-I/O, 4 Serial/ 4 FDD/ 2 Parallel/ 2 IDE/ 1G	125

SIIG (5 yr. warranty)

Anniversary SALE

(limit 1 per customer)

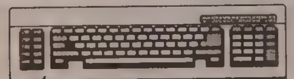
IO1809 2S/1P w. 16550 chips	**32**
IIEEE 1284 EPP/ ECP/ Parallel Port	**25**

Cyberpro 2S Highspeed w. 16650 chips	59
Cyberpro 4S Highspeed w. 16650 chips	99

STB 4-COM

4 Serial, 16 bit, 16550, support Com 1-8, IRQ (2,3,4,5,10,11,12,15)	99

8. KEYBOARD



FOCUS

FK2001 101 Click	35
FK8000 101 w. Calculator	39
FK9000 129 Key Programmable	45
FK7200 101 Trackball	37

MICROSOFT

Natural Keyboard oem	*(59)

NORTHGATE OMNI

101P / 102P	69/69
Ultra TP	85
Omnikey Evolution/Glide Point	*(109)

SIIG (5 yr. warranty)

Minitouch 81-key Click	45
Supertouch 101 Click	53
Wavetouch 101 Soft	39
W104 (for Win'95)	29

OTHERS

Antec 101 Key (black)	39
Antec 104 Keyboard	21.50
BTC 5100 Key Mini (80-key)	35
Keytronic 104	*(29)
Maxi 101 / Maxi 124	35/49
Mitsumi 104	29
Unikey Natural Keyboard	36

9. MEMORY

DRAM

256k x 4 - 70ns	4.50

SIMM

1 x 9 - 60ns / 70ns	(1MB)	16/15
4 x 9 - 60ns / 70ns	(4MB)	49/49
1 x 36 - 60ns / 70ns	(4MB , 72 pin)	55/55
2 x 36 - 60ns / 70ns	(8MB , 72 pin)	99/99
4 x 36 - 60ns / 70ns	(16MB, 72 pin)	159/159
8 x 36 - 60ns	(32MB, 72 pin)	299
EDO 1 x 32 - 60ns (4MB)		39
EDO 2 x 32 - 60ns (8MB)		69
EDO 4 x 32 - 60ns (16MB)		139
EDO 8 x 32 - 60ns (32MB)		279
Non Parity : 1 x 32 - 60ns / 70ns		39/39
Non Parity : 2 x 32 - 60ns / 70ns		69/69
Non Parity : 4 x 32 - 60ns		135
Non Parity : 8 x 32 - 60ns		269
Simm Verter 30-pin to 72-pin converter		21.95

OTHERS

Memory for Computer, Laptop, Notebook, & Laser Printer upgrades	call

10. MODEM & FAX

APEX

PCMCIA 14.4 Type II Mobile Direct	*(85)

BOCA

14.4 Fax Int / Ext	*(75/95)
14.4 Online Express Int / Ext	*(59/69)
14.4 Voice Fax Modem Int / Ext	99/109
14.4 VSP Sound Express Fax Modem	*(99)
28.8 Fax Modem v.34 Int / Ext	*(149/179)
SE14SRS 14.4 Sound Expression Int	*(125)
SE34SRS 28.8 Sound Expression Int (5-in-1)	*(199)

FUJITSU

PCMCIA 28.8 v.34 Type II	279
PCMCIA ISDN	call

GVC (Maxtech)

PCMCIA 9624 Fax	*(69)
28.8 Fax Int	*(139)

HAYES

Accura 144 Fax Int / Ext	*(79/99)
Accura 28.8/14.4 v.34 Fax Int / Ext	149/*(165)
ESP Communication : Single Port	85
Optima 288 v.34 Fax Int	359
Optima 288 v.34 Fax Voice Ext	*(369)
Optima 288 v.34 PCMCIA w. EZ jack	*(225)

MEGAHERTZ

EM1144T PCMCIA Ethernet TP & 14.4 Modem	*(159)
XJ2288 PCMCIA 28.8	235
XJ4288 PCMCIA Fax, cellular capable	*(245)

MICROCOM

Deskporte 28.8S V.34 Fax Ext	*(165)
Deskporte 28.8P V.34 Ext Parallel	229

MOTOROLA

BitSerfer ISDN Modem Int	*(265)
BitSerfer TA210 ISDN Ext	*(249)
BitSerfer Pro ISDN Multilink PPP Ext	*(299)
Modem Serfer 28.8 Fax Int / Ext	*(119/139)
Montana PCMCIA 28.8	239
Online Serfer 28.8 Fax Int / Ext	*(149/165)
Premier 33.6 Modem Ext	225

PHOBE MICRO

28.8 Fax/ Voice Mail/ Sound all-in-1	*(129)

PRACTICAL PERIPHERALS

PC288HC PC28.8 v.34 Fax, 230K DTE Int	255
PC288MT 28.8 v.34 Fax Ext	269
PC28.8 v.34 Ext LCD	345
PM144HC PM144FX144 Int	*(69)
PM144MT Mini Tower 144 Ext	*(85)
PM288HC PM28.8 v.34 Int	*(145)
PM288MT Mini Tower Ext	*(165)

PURE DATA

Satisfaxion 400 144/144 Fax Int	289
Satisfaxion 400e 144/96 Fax Ext	335

SUPRA EXPRESS

28.8 Fax Modem, plug & play Int / Ext	*(135/159)

US ROBOTICS

Courier ISDN v.34 Int / Ext	375/399
Courier ISDN v.34 with NT1 Int / Ext	415/485
Courier ISDN with Analog Int / Ext	445/525
Courier v.34 28.8/14.4 Fax Int / Ext	*(249/285)
Sportster 14.4 Fax Void Modem Int / Ext	69/109
Sportster ISDN 128k Int	*(335)
Sportster 28.8/14.4 Win Modem Int	119

Anniversary SALE

(limit 1 per customer)

Sportster v.34 28.8/14.4 Fax Int / Ext	139/157

Sportster v.34 28.8/14.4 Fax for MAC	215
Sportster v.34 28.8 Fax/ Voice / w. Speaker Phone Int / Ext	169/195
Sportster PCMCIA Fax v.34 28.8	*(289)
Sportster Vi 288 Fax w. Voice Mail Int / Ext	165/179
Sportster Vi 28.8 v.34 w. DSVD Int	275
Total Control Modem Pool/8	2950
Total Control Modem Pool/16	5560

WISECOM (5 yr warranty)

WS-2814IS6/W 28.8 Data / Fax / Voice Int	*(139)

XIRCOM

CM-28 28.8 Fax PCMCIA	255

ZOOM (7 yr. warranty)

28.8 V.34 14.4 Fax Int / Ext	*(125/155)
Comstar 28.8 Voice V.34 Tel Int.	199

OTHERS

CommShare 550 Phone & Fax Auto-switch	*(69)
CommShare 750 4 Port Switching	*(89)

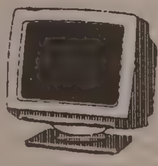
11. MONITOR

For your comparision,

we display same pictures

on 20 big monitors

using VGA splitters.



ACCESSORIES :

3M Monitor Lens: 15" / 17"	39.95/49.95
VGA Monitor Splitter : 4 Port	155
VGA Monitor Splitter : 8 Port	195
VGA, Keyboard Switch : 4 Way	19.95
VGA, Keyboard & Mouse Switch : 2 Way	24.95
VGA, Keyboard & Mouse Switch : 4 Way	34.95
VGA Switch 1 to 4 Way	13.95

EYE Q

SM1411 14" Flat Mono Amber	85
SM1418 14" SVGA Mono	99

HITACHI

CM1587M 15" Flat 1280 x 1024 .28 NI	379
CM1786M 17" 1280 x 1024 .28	*(639)
CM2011M 20" 1600 x 1200 .28 NI	1295
CM2110M 21" 1600 x 1200 .26	1645

IIYAMA

Anniversary SALE

(limit 1 per customer)

MF-8617E 17" 1600 x 1200, 69Hz, .26 NI	**659**
MT-9017E 17" 1600 x 1200, 72Hz, .25 NI	**769**
MF-8221E 21" 1600 x 1280, 76Hz, .28 NI	**1465**

MT-9021E 21" 1600 x 1280, 76Hz, .30 NI	*(1715)

JFTON (NEC oem)

TE-760 17" 1280 x 1024 .28 NI	545

KFC

CA1515DS 15" Flat 1280 x 1024 .28	*(329)
CA1716DL 17" 1280 x 1024 .28	595

MAG

DX15T 15" 1280 x 1024 .26 NI	*(389)
DX1595 15" 1280 x 1024 .28	*(359)
DX17T 17" 1280 x 1024 .26 NI	*(695)
DX1795 17" 1280 x 1024 .28	*(625)
MXP17F 17" Flat 1600 x 1280 .26 NI	*(819)

MAXVISION

HL-7864 Deluxe 17" 1280 x 1024 .28 NI	555

NANAO

F2.17 17" 1280 x 1024 .28 NI	835
F2.17EX 17" 1600 x 1200 .26 NI	955
T2.17 17" 1280 x 1024 .25 NI, Trinitron	*(1095)
T2.17TS 17" 1280 x 1024 .25, Diamondtron	1029
T2.20 20" 1600 x 1280 .30 NI, Trinitron	1799
FX2.21 21" 1600 x 1280 .28	2895

NEC

C500 15" 1280 x 1024 .28, plug & play	399
M500 15" 1280 x 1024 .25 NI	*(529)
XV15 Plus 15" 1024 x 768 .28	485
M700 1280 x 1024 .25 NI	*(869)
XP17 17" 1280 x 1024 .28 NI	1069
XV17 Plus 17" 1024 x 768 .28 NI	*(835)
- Monitors Lens for 17XV / 17XE / 17XP	79/99/99
XE21 21" 1280 x 1024 .28 NI	*(1675)
XP21 21" 1600 x 1200 .28 NI	*(1965)

NOKIA

447L 17" 1024 x 768 .28 NI	689
447X 17" 1600 x 1280 .25 NI	929
445X 21" 1600 x 1280 .26	1945
445X 21" 1600 x 1280 .26 TCO	*(1995)

OPTIQUEST

1000S 14" 1024 x 768 .28 NI	255
V665 15" 1280 x 1024 .28 NI, Digital	365
V775 17" 1600 x 1200 .26 NI	685
2082DC 20" 1600 x 1200 .28	1235

PANASONIC

C1791E 17" 1280 x 1024 .28 NI (demo unit)	*(629)

PRINCETON

Ultra 17 Plus 17" 1600 x 1280 .28 NI	*(625)

PROTON

GM1449A 14" 1280 x 1024 .28 NI, built-in speakers & earphone	265
GM1560 15" Flat 1280 x 1024 .28 NI	325
GM1764M 17" Flat 1280 x 1024 .28 NI, Digital, built-in speakers	585

SAMSUNG (SyncMaster)

15GLi 15" 1280 x 1024 .28 NI, at 60Hz	399
17GLi 17" 1280 x 1024 .28 NI, at 60Hz	685
17GLSi 17" 1600 x 1200 .26 NI, at 68Hz	*(799)
20GLS 20" 1600 x 1200 .28 NI, at 66Hz	*(1190)

SHAMROCK

SRC-1407 14" 1024 x 768 .28 NI, Digital	239
SRC-1502L 15" 1280 x 1024 .28 NI, Digital	325
SRC-1703L 17" 1280 x 1024 .28 NI, Digital	589
SRC-1702L 17" 1600 x 1280 .26 NI, BNC	689
SRC-2002L 1600 x 1280 NI	*(1025)
SRC-2102L 1600 x 1280 Ni	*(1125)

SONY

Anniversary SALE

(limit 1 per customer)

15SFII 15" 1280 x 1024 .25 NI plug & play	**445**
17SFII 17" 1280 x 1024 .25 NI plug & play	**739**

15SX 15" 1280 x 1024 .25 NI, plug & play	399
17SEII 17" 1600 x 12000 .25 NI, plug & play	999
20SFII 20" 1600 x 1200 .30 NI, plug & play	1645

TVS

9" 1024 x 768 VGA Mono	119

VIEWSONIC

14ES 14" 1024 x 768 .28 NI	269
15ES 15" 1024 x 768 .28 NI, MacII	355

Anniversary SALE

(limit 1 per customer)

15G 15" Flat 1280 x 1024 .28 NI	**355**
17PS 17" 1600 x 1280 .25 NI, plug & play, TCO	**685**

15GA 15" 1280 x 1024 .28 NI, built-in speakers	*(455)
17EA 17" 1280 x 1024 .28 NI, plug & play	645
17GA 17" 1280 x 1024 .27 NI, plug & play	*(699)
17GS 17" 1280 x 1024 .27 NI	645
GT770 17" 1280 x 1024 .25	799
PT770 17" 1600 x 1280 .25	845
20G 20" 1600 x 1280 .28 NI, MacII, TCO	1125
21PS 21" 1600 x 1280 .26 NI, MacII	1525
GT800 21" 1600 x 1280 .30	1639
PT810 21" 1600 x 1280 .30	1715
29GA 29" 1280 x 1024 .75 stripe pitch	2395

WYSE

WY-15E 15" 1280 x 1024 .28 NI	399
WY-55 Terminal 14" : Amber/ Green/ White	275 each
WY-60 Terminal 14" : Amber/ Green/ White	359 each
WY-65 Terminal 14" : Amber/ Green/ White	345 each
WY-150 Terminal 14" : Amber/ Green/ White	325 each
WYSE Enhanced PC Keyboard	98

12. MOTHERBOARD

ASUS (w/o cpu)

486-DX2-66 256k PCI, built-in IDE+SCSI I/O	199
P55TP4NX 586-166 PCI, 256k, w. Burst SRAM	175
P55TP4NX 586-166 PCI, 512k, w. Burst SRAM	215
586-90 / 133 256k PCI EISA, dual processor	499
P55T2P4 586-166 PCI, 256k, Burst SRAM	199

INTEL (w/o cpu)

Atlantis 586-166Mhz PCI, Triton, built-in IDE I/O, ATI Mach 64 1MB SVGA & Vibra Sound	
w. 256k Burst SRAM	289
w. 512k Burst SRAM	329
Endeavor 586-166Mhz 256k PCI, Triton, IDE I/O	195
Endeavor 586-90/ 166MHz PCI, Triton, built-in IDE I/O w. Pipeline Burst SRAM & Vibra Sound	239
Venus Pentium Pro 200Mhz, IDE I/O, w. 440EX	455

M-TECH (w/o cpu)

486-DX2-66 256k VESA, 30-pin & 72-pin	109
486-DX4-133 256k PCI, 30-pin & 72-pin	125
586-166Mhz 256k PCI, 30-pin & 72-pin, w. Burst SRAM 256k	159
T2 586-166Mhz 256k w. Burst SRAM Triton	169

MICRONICS (w/o cpu)

BCP 386-33 64k, 4MB max	*(39)
JX3WB 486-DX2-66 256k VLB w. write-back cache	209
M54PI 586-133Mhz w. IDE I/O (Neptune)	279
M54Hi 586-166 256k, Triton, w. Burst SRAM	325
M54HiS 586-166 256k, Triton, w. Burst SRAM & Sound Card	359

SHUTTLE (w/o cpu)

HOT-433 486-DX4-133Mhz 256k, PCI, IDE I/O	119
HOT 541 586-166, PCI, Triton, IDE I/O 256k SRAM	139

SUPER (w/o cpu)

P55CMS 586-90 / 180 256k, PCI, built-in IDE I/O	
- w. Burst SRAM 256k, w/o cpu	189
- w. Burst SRAM 512k, w/o cpu	219
P55T2S 586-90 / 166 256k, PCI, built-in EIDE I/O	
- w. Burst SRAM 256k, w/o cpu	219
- w. Burst SRAM 512k, w/o cpu	249
P6DNF Dual Pentium Pro 200Mhz, w. IDE I/O & 440EX chipset	*(695)
SNEPRO6 Single Pentium Pro 200Mhz, w. IDE I/O & 440EX chipset	445
- CPU 200Mhz w. cooling fan & 256k	845I

13. MOUSE & JOYSTICK

KENSINGTON

Expert Bus 5.0	115
Expert Serial & Trackball 5.0	95
Thinking Mouse (serial & PS/2)	79

LOGITECH

Cordless II	72
First Serial / First Trackball	31/49
Mouseman 96 (new)	52
Mouseman Bus / PG15 Bus oem	64/45
Mouseman Serial	45
Serial Combo PC & PS/2 oem / reg	32/45
Trackman II / Trackman Live Cordless	65/125
Trackman Marble (for Win'95)	85

MICROSOFT

Bus 2.0 400dpi w. Bus Card oem / 5-Pack	65/325
Home Mouse Serial	29
PS/2 2.0 (round connector) oem / reg	35/59
Serial 2.0 400dpi oem / reg	29/55

MOUSE SYSTEMS

Altes Mouse	9.95
Mouse! Serial w. Pad	19
Omni Mouse (new version)	26
PC Mouse III (3-button optical)	49.50
PC Trackball II	39.95
ProAgio (5-button serial)	45
Serial Bus Card (9IRQs) - 5 com	29

OTHERS

AGILER ATB-610 Serial Trackball	19.95
ANCER 3-button Black	19
ANTEC Serial Mouse	*(6.95)
Flintstone Mouse w. mouse pad	*(9.95)

JOYSTICK :

LOGITECH

Wingman Extreme oem / reg	39/47
Wingman Standard	29.95

*(price) .... SPECIALS , while supplies last

(oem) .... $, bundled with hardware only

CENTRAL
COMPUTER SYSTEMS, INC.
WIDE SELECTION AT LOW PRICES

SALE 10th Anniversary SALE SALE

MICROSOFT

Side Winder 1.0	29
Side Winder 3D Pro	**(55)*

MOUSE SYSTEMS

Cobra (joystick)	9.95

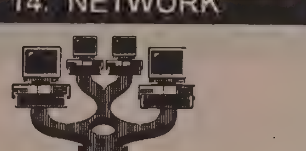
THRUSTMASTER

ACM Gamecard	29.95
F-16 FLCS / F-16 TQS	125/129
Flight Control System MK II	65
- w. US Navy Fighters	79
Flight Control System Pro	108
Formula T2	119
Rudder Control	109
UPROM	29.95
Weapon Control MKII	109
Wizzard (pinball controller + Royal Flush CD)	39
XL Action	28

OTHERS

Command Pad (by Quickshot)	9.95
CyberFlight Joystick + Dark Forces	39
CyberPad + Doom II	34
Game Gun + Crime Patrol	39
Gravis PC Joystick	**(8.95)*
PC Gamepad	**(12.95)*
Touche' Touch Pad for Serial / PS/2	**(55/55)*
Daffy Duck Mouse Pad	5.99
Flintstone Mouse Pad	7.99
Star Trek Mouse Pad / Star Wars Pad	7.99/7.99
Walt Disney Mouse Pad (Mickey / Pocahontas / Timon & Pumbaa / Toy Story / Pooh)	4.99 each

14. NETWORK



Government & Education Pricing Available
Please Call for Details

3COM

Anniversary 5% off SALE

3C250 FMS 100BaseTX Fast 12 Port HUB	**(1595)*
3C509B Etherlink III Coax / 5-Pack	**(109/466)*
3C509B Etherlink III TPO oem	**(69)*
- single reg / 5 Pack	**(105/395)*
3C509B Etherlink III TP+AUI oem	**(78)*
- single reg / 5-Pack	**(108/449)*
3C509B Etherlink III Combo oem	94
- single reg / 5-Pack	119/525
3C562 PCMCIA Lan + Modem TP	399
3C579 Etherlink III EISA Coax / TP	218/219
3C589C PCMCIA TP / 5-Pack	**(149)/685*
3C589C PCMCIA Combo / 5-Pack	**(189)/895*
3C590 PCI TPO oem	**(99)*
- single reg / 5-Pack	125/525
3C590 PCI Combo oem / reg	**(135/155)*
3C595-TX PCI 10/100 TP oem	**(129)*
- single reg / 5-Pack	159/645
3C597-TX EISA 10/100 TP	239
3C861 Impact ISDN S/T Interface Int	399
3C862 Impact ISDN U-Interface, built-in NT1, Int	439
3C871 Impact ISDN Digital Modem Ext	349
3C872 Impact ISDN with V.32bis Ext	545
3C16170 Link Builder (12TP)	325
3C16180 Link Builder (9TP + BNC)	185
3C16060 Link Builder FMSII Bridge	499
3C16670 Link Builder FMSII 12 Port	535
3C16671 Link Builder FMSII 24 Port	**(849)*
3C16700 TPO Office Connect HUB (8TP)	149
3C16701 TPC Office Connect HUB (8TP + BNC)	189
3C16710 TPM Office Connect HUB: (8TP + BNC + Management)	459
3C30500 Linkswitch 500 Stackable 10 Port	2595
3C16901 Linkswitch 1000 12 Port 1 Fast	2495
3C16900 Linkswitch 1000 24 Port 1 Fast	3195
3C16640 Linkswitch 1200 6 Port, FDDI Link	4595
3C22000 Linkswitch 2200 16 Port, FDDI	6395
Transcend Link Builder FMS Management	350

ADAPTEC

ATM 25.6Mb/s 128k PCI	299
ATM 25.6Mb/s 512k PCI	389
ATM 155 Mb/s 512k PCI UTP	725

ALLIED TELESYN

MR820TR MicroHub 8 Port (8TP + AUI + BNC)	139
Rack Mount Ears for HUB	19.95
Transceivers: MX10 (AUI - BNC) / 210T (AUI - TP)	29/29
Transceivers: 210TS (AUI - TP) for SUN Sparc	29.50
Workgroup Hub 3012TR 12 Port (12TP+AUI+BNC)	239
Workgroup Hub 3016TR 16 Port (16TP+AUI+BNC)	295
Workgroup Hub 3024TR 24 Port (24TP+AUI+BNC)	399

ARTISOFT (Lantastic)

Corstream Server 5-user (8340)	**(399)*
- upgrade to dedicated server	59
HUB: 8 Port (8TP + BNC)	189
Lantastic for Win'95 / 5-user (FD+CD)	89/365
- upgrade for Single / 5-user (FD+CD)	69/265
Lantastic Z (2 stations)	89
Lantastic 6.0 Starter Kit Coax 2-user	235
Lantastic 6.0 Add On NR-SI 2000C	115
Lantastic 6.0 Add On NR-SI 2000T	**(119)*
Lantastic 6.0 for single / 5 / 10-user	79/329/599
- upgrade for single / 5 / 10-user	39/99/149
Lantastic 7.0 for single / 5-user	85/249
Lantastic for OS/2	99
Lantastic for TCP/IP single / 5-user	199/785
Lantastic PowerSuite :	
- 1 / 5 / 10 / 25-user	149/599/1075/2295
- conversion for 1 / 5 / 10-user	89/345/595
NR-SI 2000C Coax / 5 pk / 10 pk	**(74/338/617)*
NR-SI 2000T TP / 5 pk / 10 pk	**(75/339/619)*
NR-SI 2000A Combo	**(89)*

ASANTE (for Mac & PC)

10T HUB 8 Port (8TP + 1BNC)	**(145)*
10T HUB 12 Port (12TP + 1BNC + 1AUI)	**(265)*
EtherPAC 2000+ T	**(55)*
Fast Ethernet 100BaseTX 12 Port HUB	**(1475)*
FriendlyNet with BNC Adapter / TP Adapter	59/55

ASCEND

Anniversary 5% off SALE

ISDN Pipeline 25 w. UBRI	595
ISDN Pipeline 25 w. NT1 & Compression	799
ISDN Pipeline 50 Single / w. NT1	735/875
ISDN Pipeline 50 w. UBRI	999
ISDN Pipeline 50 w. SBRI	985

ATTACHMATE

Products	Call

BOCA

BEN110 ISA TP / BEN120 Combo	55/*(59)
BEN210 8 Port HUB	**(105)*
BEN1VL VLB TP / BENPI PCI 32 bit Combo	69/*(79)

CASTELLE

JetPress MIO TP (network printer server)	339
JetPress XIO Coax + TP	369
LANPress (print server connects up to 4 printers)	
- Ethernet 10BaseT (1P)	309
- Ethernet BNC & 10BaseT (2P, 1S)	369
- Ethernet BNC & 10BaseT (2S 2P)	435

CHEYENNE

Arc Serve 5.1 for Netware 5-user	245
Arc Serve 6.0 for Win - 5 to 25-user	475
- upgrade	239
Arc Serve 6.0 for Win - 50 to 1000-user	1095
- upgrade	415
Arc Serve for Win NT Single Server	**(475)*
Arc Serve for Win NT Enterprise	**(795)*
Arc Serve for Mac - 5 / 20-user	159/309
Arc Solo Backup s/w for Dos / for Win	119/118
Fax Server NLM - 5 / 10 / 25-user	255/325/449
Inoculan for Win'95 (Anti-Virus)	45
Inoculan for Win NT Workstation Client	46
Inoculan for Win NT Single Workstation	59

CISCO

CPA-2514A Router	2250
Lan to Lan Personal Office ISDN - BRI	495
Lan to Lan Remote Office ISDN Single BRI	1295

CNet (Advanced Network)

2000E+ TP	**(27)*
2000E+ Jumperless Combo	33
3270 Emulation for PC / for PS/2	175/195
5250 Emulation for PC / for PS/2	199/235
8000TPC HUB: 12 Port Stackable	299
8800TPC HUB: (8TP + BNC)	**(95)*
8816TPC HUB: (16TP + BNC)	**(225)*
8900TPC 12 Port SMNP Slave HUB	465
8910TPC 12 Port SMNP Master HUB	775

COGENT

EM100 PCI Fast-TX, 32 bit bus mastering	219
EM400 PCI Quartet Fast (4UTP)	995
EM525 Ethernet 16 Combo	**(69)*
EM595TP Ethernet PCMCIA UTP	189
EM932 EISA 32 bit Coax / TP	224/225
EM960 32 PCI Full Duplex TP / Combo	**(119/129)*
EM964TP 32 PCI 4-Port Full Duplex TP	469

DANPEX

Anniversary 5% off SALE

ArcNet & Token Ring products	Call
1616i SNMP Intelligent 16 Port Hub	635
1616M SNMP Manageable 16 Port Hub	395
2900P2 PCI Combo	**(49)*
6200P2 PCMCIA (type II) BNC+TP	115
7000P3 32bit VLB Combo	**(75)*
9400P3 32bit PCI Combo (DEC, full duplex)	**(69)*
EN-800A Slim 8 Port HUB	115
EN-1600 16 Port HUB R.M.	**(195)*
EN-2400 24 Port HUB R.M.	359
ER-200 2-port Repeater Coax	185
ER-400 4-port Repeater Coax	299
ET-510 Translator (UTP to AUI)	107
ET-509 Translator (UTP to BNC)	109
FE-1000TX ISA 100BaseTX 10/100	**(128)*
FE-1400TX PCI 100BaseTX 10/100	**(129)*
Print Server (2P 1S) NW / Unix / Appletalk	295
SE-H12TX 100BaseT 12 Port HUB	**(1295)*
SH-7105 Switching Hub 5 Port 10BT + 1 Port 100TX	1495
TR-4016 Token Ring ISA	269
Token Ring MAU 8 Port	265

DCA

IRMA Workstation 2.1 for Dos / for Win	259/359
IRMA 3270 Conversion ISA	445
IRMA 3270 for Mac II / LC / SE	735

DEC

Bridges, Routers, Hubs	Call

DIGI INTERNATIONAL

Data Fire : Client ISDN (2B, 1D, 128Kb/s)	395
IMAC Bridge 1 ISDN / Dual IMAC	1165/1595
PC IMAC-ISA : Server, 1 ISDN	550
PC IMAC/4-1 : Multi ISDN Expension	695
PC IMAC/4-2 / PC IMAC/4-4	1095/2195

EMULEX

Print Server & Sharing Units	Call

FARALLON

Connection Products for PC & MAC	Call

FRONTIER

Super TCP / SuperWeb	Call

FUJITSU

PCMCIA Ethernet TP / Combo	135/179
PCMCIA Ethernet TP + SCSI	295

HP

Advanced Stack 8 Port HUB 10BaseT	245
Advanced Stack 12 Port HUB	**(525)*
- with SMNP	845
Advanced Stack 24 Port HUB	899
- with SMNP	1295
J2382B Jet DirectEX (for HP 5P & others)	**(165)*
J2550A Jet Direct TP (for HP 4 series)	299
J2552A Jet Direct Combo oem /r eg	159/ 349
J2573A 10/100 VG Selectable ISA	169
J2585B 10/100 VG Selectable PCI	135
J2593A Jet DirectEX Plus 3 Combo	439
J2980A Advance Stack 10/100 Lan Switch-16	5295

IBM

ISDN Wave Runner ISA	495
Token Ring 16/4 ISA Adapter II	299

INTEL

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EILA 8225 EtherExpress 32 Flash EISA Combo	219
EILA 8265 PRO/100 for EISA	**(199)*
MCLA 8120 MCA TP	175
PILA 8420-TPO PRO/10 PCI oem	99
- 5 Pack	**(495)*
PILA 8465B PRO/100 PCI TP oem	**(125)*
- 5 Pack	599
EtherExpress Pro 10 bit cards :	
- PCLA 8200 BNC +AUI +TP oem / reg	99/115
- PCLA 8200 5 Pack	**(499)*
- PCLA 8210 BNC + TP oem / reg	**(85/104)*
- PCLA 8210 5 Pack	**(449)*
- PCLA 8220 TP oem / reg	**(74/99)*
- PCLA 8220 5 Pack	**(395)*
- PCLA 8205 Flash BNC+AUI+TP	135
- PCLA 8215 Flash BNC + TP	125
- PCLA 8225 Flash TP	115
EC100TX Stackable 12 Port 100 TX Hub	**(1495)*
LANdesk Server Manager Pro (LDSM1000)	1185
LANdesk Virus Protect 3.0 (SLAN1218V30)	665
LANdesk Workgroup Manager 25 Node (LEWMV10)	559
Netport II Thin & Thick	395
Netport II 10BaseT	399
Netport Express XL / 3-pack	435/1295

LANPRO

Anniversary 5% off SALE

2000JT 16 bit TP	**(28)*
2000PXA PNP Full Duplex Combo	**(35)*
EP3020A Pocket Combo	109
EM5100 PCI Combo	79
HUB : 5 Port (5TP)	**(69)*
HUB : 8 Port (8TP + BNC)	**(85)*
HUB : 16 Port (16TP + BNC)	**(159)*
HUB : 16 Port (17TP + 1AUI + 1BNC)	**(199)*

MEGAHERTZ

EM1144T PCMCIA Ethernet TP & 14.4 Modem	**(159)*
XJ10BT PCMCIA Ethernet TP	**(135)*
XJ10BC PCMCIA Ethernet Combo	**(165)*
XJEM 3288T: Modem 28.8 + Ethernet TP	**(365)*
XJEM 3288C: Modem 28.8 + Ethernet Combo	**(399)*

MICROCOM

Lan Express 2000 4 Port	2550
Lan Express 2000 8 Port	3550

MICRODYNE

Anniversary 5% off SALE

EH800E 8 Port HUB	**(139)*
EH1200E 12 Port HUB	199
NE 10/100 : ISA / PCI	139/135
NE2000+ TP / 5 pack	**(75/329)*
NE2000+ Combo / 5 pack	**(85/399)*
NE2500 Combo, plug & play oem	**(55)*
NE3200 EISA Coax / TP	445/445
NE3210 EISA 32 bit Combo	185
NE5500 32 bit PCI	**(109)*
Synchronous .35 WAN Adapter / .35+	450/869

MICROTEST

CD-Now (w/o Netware)	415
CD-Now for Netware : 25-user / 50-user	489/695
Disc View Pro	265
Disc Serv (includes Disc View)	529

NATIONAL SEMICONDUCTOR

InfoMover NE2000+ Combo	69

NETWORTH

100 Base TX 8 Port HUB	1375

NOVELL

Dos 7 (w. Personal Netware) oem / reg	45/55
Lan Workplace 5.0 single / 10-user	195/1295
Netware 3.12 (3.5" FD or CD)	
- 5 / 10 / 25-user	**(695/1395/1695)*
- 50 / 100-user	**(1895/2295)*
Netware 4.1 (CD only)	Call
Netware Connect 2 Ports / 8 Ports	355/1375
Netware Connect 32 Ports	3895
Netware Management Agents	335
Netware NFS v1.2C	2850
NFS Client for Lan Workplace	205
Personal Netware oem / reg	39/75
Unixware Personal Edition v2.01 - CD version	**(245)*
Unixware SDK v2.1 - CD version	**(75)*

PALINDROME

Network Archivist NLM 3.1A Backup	**(395)*

SHIVA

LanRover/2E Plus 3.5 Async TP v.34	1695
NetModem/E 28.8 Ether BNC + TP	1295

SMC

Anniversary 5% off SALE

Ether EZ Combo oem / reg	*(79)/115
Elite Ultra 16 Coax (8216B) oem	**(69)*
Elite Ultra 16 Combo oem	89
Elite Ultra 32 EISA Combo	215
Etherpower PCI TP (8432T) oem / reg	*99/*(125)*
Etherpower PCI Combo oem / reg	**(129/155)*
Etherpower PCI 10/100 (9332DST) oem / reg	**(125/145)*
Netware Boot ROM for Ethernet v1.3	29.50
Tiger HUB:100TX 8 Port / 16 Port	1195/2395
Tiger HUB:3212TC (12TP + BNC + AUI)	369
Tiger Switch XE 24 Port	6895

SYNOPTICS (BayNetworks)

Networking products	Call

THOMAS CONRAD

TC5143T ISA TP / 6-Pack	79/395
TC5048T PCI TP / 6-Pack	145/635
TC5048T2 PCI Combo / 6-pack	175/785

WISECOM (5 yr warranty)

E300CT PCI 32 bit Combo	65
H008CAT 8 Port HUB (8TP + AUI + BNC)	**(89)*
P200CT 16 bit ISA Combo, plug & play	39
R200CT 16 bit ISA Combo	**(29)*

XIRCOM

PCMCIA CE2-10BT TP	**(139)*
PCMCIA CE2-10BC Combo	**(175)*
PE3-10BT Pocket Adapter TP	**(259)*
PE3-10BC Pocket Adapter Combo	**(279)*
PS-CEM28-BT 28.8 Modem + Ethernet TP	**(375)*
PS-CEM28-BC 28.8 Modem + Ethernet Combo	**(425)*

CABLES & ACCESSORIES :

10BaseT, Level 3 plenum 1000'	165
Belden 8259, RG58 1000'	165
RG58 U 500' / 1000'	59/99
RG58 A/U 500' / 1000'	75/129
Twisted Pair 2-pair, PVC, Level 3, 500' / 1000'	45/59
TP 4-pair, PVC, Level 3, 200' / 500' / 1000'	35/55/89
Twisted Pair 4-pair, PVC, Level 5, 500' / 1000'	79/135
Custom-made Cables, Cross-Overs available	**call**

15. NOTEBOOK

ACER

ACERNOTE PRO :	
Model 954, P-75, 8MB RAM, 256k, 810MB HDD, 10.4" Dual Scan Color, w. Windows '95	**(2195)*
Model 957, P-75, 8MB RAM, 256k, 810MB HDD, 10.4" Active Color	2995
Model 958, P-120, 16MB RAM, 1GB HDD, 10.4" Dual Scan Color	3495
Model 959, P-120, 16MB RAM, 1GB HDD, 10.4" Active Color	3995

**(price) .... SPECIALS , while supplies last*

(oem) .... $, bundled with hardware only

AST

Ascentia 950N : P75, 8MB RAM, 1.2GB HDD, 10.4" TFT Active	*(2695)
Ascentia P50 : P133, 8MB, 1.2GB HDD, 4X CD 11.3" TFT SVGA	4695

CHEM USA

ChemBook 5400: 8MB, 800MB, 4X CD, Dual Scan 11.3"	
- P75Mhz / P100Mhz	2095/2145
- P133Mhz / P150Mhz	2280/2370
ChemBook 5580: 8MB, 800MB, 6X CD Removable, Dual Scan 11.3", Soft MPEG built-in	
- P75Mhz / P100Mhz	2275/2325
- P120Mhz / P133Mhz	2380/2460
Upgrades: - TFT 10.4" Active	225
- TFT 12.1" Active	595

DFI

(All 7200 includes 256KB cache, MPEG s/w, 1.44 FD, built-in sound, carrying case, AC/DC Adapter)

D7200: 10.4" Dual Scan, 8MB, 810MB HDD,	
- P75Mhz / P100Mhz	2245/2295
- P120Mhz / P133Mhz	2395/2515
T7200: 10.4" Active, 8MB, 810MB HDD,	
- P75Mhz / P100Mhz	2485/2535
- P120Mhz / P133Mhz	2635/2755
T7210: 11.3" Active, 8MB, 810MB,	
- P120Mhz / P133Mhz	2849/2975
All Systems with 16MB RAM built-in	Add 150
Upgrades: - 8MB RAM	199
- fr 810MB to 1.3GB HDD	240
- 4X CD Rom	245
- PCMCIA 28.8 Fax Modem	165

SAMSUNG

SP758C Pentium 75MHz, 8MB RAM, 10.4", DSTN, 520MB HDD, Type II & III PCMCIA	1699
SP788T Pentium 75MHz, 8MB RAM, TFT, 10.4" 810MB HDD, Type II & III PCMCIA	2245
SP918T Pentium 75MHz, 8MB RAM, 10.4", TFT, 1.3GB HDD, Type II & III PCMCIA	2695

TOSHIBA

Portege 610CT, P-90Mhz, 720MB HDD, Win'95, SB Pro, 9.5" True Color TFT Active, 8MB EDI RAM	*(3125)
Satellite Pro 410CS, P-90Mhz, 810MB HDD, Win'95, 11.3" Dual Scan Color, 8MB RAM	*(3195)

16. POWER SUPPLY

AMERICAN POWER CONVERSION

Anniversary SALE
5% off

BK-280 Back-UPS (200W)	105
BK-400 Back-UPS (300W)	154
BK-450 Back-UPS (325W)	179
BK-600 Back-UPS (425W)	249
BK-900 Back-UPS (650W)	345
BP-280 Back-UPS Pro PNP	159
BP-420 Back-UPS Pro PNP	235
BP-650 Back-UPS Pro PNP	289
SU-450 Smart-UPS (486, 586 WS)	285
SU-700 Smart-UPS (486, 586 FS)	349
SU-700 Net (w. Power Chute Plus)	409
SU-1000 Smart-UPS (486, 586, FS & WS)	485
SU-1000 Net (w. Power Chute Plus)	535
SU-1400 Smart-UPS (950W)	639
SU-1400 Net (w. Power Chute Plus)	679
SU-2200 Smart-UPS	1150
SUVS-420 Smart Value Server	239
SUVS-650 Smart Value Server	295
SUVS-1000 Smart Value Server	415
PowerChute Plus :	
- for Novell	65
- for OS/2, Lan Server, 3 Com	75
- for Unix / Xenix	99
- for Windows NT	69
Surge Arrest (PER 7)	17.99
Surge Arrest w. TEL (PER 7T)	24.99
Surge Protector (P7)	9.99

PC POWER COOLING

Anniversary SALE
5% off

CPUcool for 486 or 586-75 / 133	19.95
CPUcool for 586-150 / 166	21.95
Silencer Slim 230 for Baby or Mid Tower	*(75)
Silencer 230 Full Tower	95
Silencer 270 - Slim for Baby or Mid Tower	125
- for Full Tower	149
Standard 230 for Full Tower	85
Turbo Cool 300 - for Slim (baby or mid tower)	*(115)
- for Full Tower	148
Turbo Cool 400 for Full Tower	*(185)
Turbo Cool for Slim	*(185)
Turbo Cool 450 for Full Tower	285
Turbo Cool 550 for Full Tower	375
Twinpower 900 (redundant)	895

Accessories :

Battery Tester M-032	6.50
Belkin Power Authority F5C120	*(17.95)
Mini Meter YX-1000A	5.95
Multimedia DT-890B / DT830B	24.95/9.95
Multimedia M-3900 / E5308	19.95/11.95
Multimedia KT-7113 DMM	27.95
Pocket Meter MF-133	7.95
Power Center Switching Systems	13.50
Test Probe / Tool Kit	1.99/7.95

17. PRINTER / PLOTTER

BROTHER

HL-720 True 600dpi, 6ppm, Laser	365
HL-730-DX True 600dpi, 6ppm, Laser	445
HL-960 True 600dpi, 12ppm, Laser	995
HL-1260 True 1200dpi, 12ppm, Laser	1225

CANON

BJ-10SX w. Sheet Feeder (ASF-6420)	*(195)
BJC-70 Colot, 720x360dpi, 346cps	*(299)
BJ-210 Color, 360x360dpi, 25ppm	215
BJC-610 Ink Jet, Color, Par, 720dpi	*(425)
BJC-4100 Ink Jet, Color, 360x720dpi	*(299)

DEC (Digital Equipment)

DecLaser 5100 w. 6MB	1125
DecWriter 500i, 300dpi, 5ppm	*(199)
- Color Upgrade	39.95

EPSON

FX-870 9-pin	299
FX-2170 9-pin, Wide (max. 6 copies)	*(399)
LQ-570 Plus 24-pin	259
LQ-870 24-pin, Par	455
LQ-1070 24-pin, Wide	399
Stylus II Color Inkjet 720/360dpi PC & Mac	*(279)
Stylus IIS Color 720dpi PC	*(199)
Stylus Pro Color, laser quality	*(449)
- Adobe Postscript add-on	199
Stylus Pro XL	1695
Stylus 1500 720dpi, fit A - C size paper	925

Accessories :

Black Ink for II & IIS	19.95
Color Ink for II & IIS	29.95

HP (w. toner)

Color Laser Jet C3961A	5699
Desk Jet 600C / 680C	229/319
Desk Jet 820CXi / 855CXi	399/485
Desk Jet 1600C PC, Mac	1299
Desk Jet 1600CM Postscript PC, Mac	1919
Laser Jet 4+	*(1079)
Laser Jet 4V / 4MV (B size)	1895/2695
Laser Jet 5 / 5L	1235/499
Laser Jet 5N / 5M	1475/1689
Laser Jet 5P / 5MP	849/1019
Laser Jet 5Si / 5SiMX	2775/3795
Office Jet (printer- fax- scanner- copier) 4-in-1	629

Accessories :

Color Kit C3067A for 540 / C4533A for 600	*(37/39)
Duplex C3762A for 5Si / 5SiMX	479
Duplex C3920A for 5 / 5N / 5M	475
Envelope Power Feeder 75 Sheet (HP4+)	279
Legal, Letter or A4 250 Sheet Tray (HP4+)	99
Legal, Letter or A4 500 Sheet Tray (HP4+)	109
Legal, Letter or A4 500 Sheet Tray (4V,4MV)	325
Optional 500 Sheet legal Letter A4 (HP4+)	279
Postscript (C2013A) for 4Si	575
Printer Pals for 850C / for 4, 4L, 5L	169 ea.

Ink Cartridges :

Black (HP51626A) for 500, 540, 560	24.45
Color (HP51625A) for 500C, 550C, 560C	28.95
Black (HP51629A) for 600, 660	24.95
Color (HP51649A) for 660C	29.25
Black (HP51645A) for 850C, 855C, 1600C	*(16.95)
Color (HP51641A) for 850C, 855C, 1600C	*(19.95)
Black (HP51640A) for 1200C	24.95
Cyan (HP51640C) for 1200C	29.95
Magenta (HP51460M) for 1200C	29.95
Yellow (HP51640Y) for 1200C	29.95
Black (HPC3105A) for Color Laser Jet	9.95
Cyan (HPC3102A) for Color Laser Jet	32.95
Magenta (HPC3104A) for Color Laser Jet	32.95
Yellow (HPC3103A) for Color Laser Jet	32.95

Toner Cartridges :

Toner (HP92295A) for II, IID, III, IIID	75
Toner (HP92275A) for IIP, IIP+, IIIP	74
Toner (HP92291A) for IIISi, 4Si, 4SiMX	129
Toner (HP92298A) for 4, 4M, 4+, 4M+	109
Toner (HP92274A) for 4L, 4ML, 4P	65
Toner (HPC3900A) for 4V, 4MV	139
Toner (HPC3906A) for 5L, 5ML	59
Toner (HPC3903A) for 5P, 5MP	75

LEXMARK

Optra E 600dpi, 6ppm, 1MB	545
Optra C 600dpi, 3ppm color, Postscript, 8MB	5795
Optra LX+ 1200dpi, 16ppm, Par, Postscript, 4MB	1895
Optra LXi+ 1200dpi, 16ppm, 8MB, Postscript, w. Ethernet Combo	2595
Optra R+ 1200dpi/8ppm, Ser & Par, 2MB, Postscript, 600dpi/16ppm	1295

MICROTEK

TrueLaser MTP-306 35 fonts, 6ppm, 2MB	*(599)

OKIDATA

ML184T 9 pin, Par (max. 5 copies)	239
ML320 9 pin (max. 5 copies)	335
ML590 24-wire (max. 5 copies)	449
ML591 24-pin, Wide (max. 5 copies)	625
OKIJET 2010 Color, 600dpi	*(315)
OL600E Laser	399
OL610E Laser	499
OL610e/PS Laser Postscript	*(725)

PACIFIC DATA

ProTracer II Ink Jet (CAD Plotter)	695

Accessories:

HP-GAL Emulation Card	375
Ink Cartridges	19.50
Postscript Emulation Card	375
Sheet Feeder I / Sheet Feeder II	99/95

PANASONIC

2130 Quiet Dot Matrix	199
2135 Quiet Dot, Color	255
3123 24 pin, Quiet, Scalable Fonts	259
3124 24 pin, Scalable Fonts, LCD	329
3626 24 pin, Quiet Wide-carriage	399
J250 Ink Jet, 300dpi, 128 nozzle printhead	*(259)
4440 Laser 10ppm	*(855)
KXP-6100 600dpi 6ppm	399

SEIKO

Smart Label Printer EZ30	145
Smart Label Printer Pro	225
Standard Label (2 rolls)	7.95

18. PROJECTOR

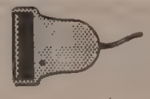
3M, NEC

projection products	Call

PROXIMA

Desktop DP2810 LCD 8.4" 33mm 640 x 480	3850
Desktop DP5100	5850
Ovation 810 LCD 8.4" 2M Color, 640 x 480	2065
Ovation 920 10.4" LCD 16.7M 1280 x 1024	8150
Ovation+ 840 8.4" LCD 16.7M 800 x 600	2995
Ovation+ 846 10.4" LCD 16.7M 800 x 600	3895
Portable Overhead A653 3000 Lumens	475
Portable Overhead A655 4000 Lumens	799

19. SCANNER



DELRINA

WinFax Pro Scanner	*(299)

FUJITSU

Scanning products	Call

HP (flatbed)

ScanJet 4C Color & Gray Scale w. Kit	935
- Auto Document Feeder	475
- Transparency	635
Scanjet 4P Color/ Grayscale	499

LOGITECH (hand)

Page Scan Color	*(335)
Scanman Color + PhotoShop L.E.	189

MICROTEK (flatbed color)

Scan Maker III w. TMA & Photoshop OCR	*(1999)
Scan Maker E3 600dpi, Color, w. PhotoImpact OCR	375
Scan Maker E6 1200dpi, w. Imagester OCR	565
Scan Maker E6 Pro 1200dpi w. Photoshop OCR	750
Slide 35T 1800dpi, 16.8M Color, w. Photostar	725

VISIONEER

PaperPort VX for Win	*(285)

NEWSOFT

ViewOffice PowerSuite
6 scanning Programs in 1 CD
" The Ideal Office Assistant "
says Windows Magazine

20. TAPE BACKUP

ARCADA (software)

Back Up for Windows '95	65
Back Up Exec for Netware WS - Dos / Win	89
Back Up Exec for Netware 7.0 Enterprise	795
Back Up Exec for Netware Single Server	435
Back Up Exec for Netware 1 Server 25-user	285
Back Up Exec for Windows NT Enterprise	745
Back Up Exec for Win NT Server 6.1	425
Back Up Exec for Win NT Workstation	189

COLORADO

DJ-35C (Jumbo 350) 340MB Int	*(79)
DJ-35C Tracker 340MB Ext	*(135)
DJ-25C 680MB Int	*(99)
DJ-50C (Jumbo 1400) 1.3GB Int w. Controller	199
PT-25 PowerTape 2GB 300Kb/s Int	965
PTE-25 PowerTape 2GB Ext SCSI	1095

CONNER

CNR-4320RT 2GB Int w. 5.25" rail	675
CNR-4350XT 2GB Ext	685
CNR-4324N 2 - 4GB SCSI Int	459
Tape Stor 350MB Int	*(69)
Tape Stor w. cartridge 420MB Int	139
Tape Stor w. cartridge 800MB Travan Int	139

EXABYTE

EXB-2501 1 - 2GB SCSI-2 Int / Ext	475/629
Eagle 96 3.2GB Int (Floppy I/F)	*(199)
Eagle TR3 3.2GB Int (Travan)	245
EXB-8205XL 8mm Dat. 3.5 - 7GB Int / Ext	1275/1499
EXB-8505XL 8mm Dat. 7 - 14GB Int / Ext	1899/2199
EXB-8700E 8mm 7 - 14GB Ext	1465
EXB-8700LT 8mm 5 - 10GB Ext	*(1045)

HP

C1534 4mm Dat. 2-4GB SCSI Int	*(559)
C1536 4mm Dat. 4-8GB SCSI Int	*(655)
C1533 4mm Dat. 8-16GB SCSI Int	*(815)
Colorado T1000 850MB Travan w. cartridge Int	*(169)
Colorado T1000 850MB, printer port Ext	199
Colorado T4000S 4GB Travan Int	369
HP Mounting Frame to 5.25" for C1533	27
HP Mounting Frame to 5.25" for C1534	25
HP Mounting Frame to 5.25" for C1536	25

IOMEGA

Ditto 800MB Travan Int	125
Ditto 800MB Travan Parallel	145
Ditto 3200MB (QIC 3010/ 3020) Int	235
Ditto 3200MB (QIC 3010/ 3020) Parallel	289

MYTAPE

1.6GB Travan Int	159

NOVASTAR (software)

Backup / Restore for MAC	58
Novaback 4.58 for Dos	59.50
Novaback for Windows SCSI / QIC	56/59
Novaback for Win '95 SCSI / QIC	55/58
Novabakc for OS/2	58

OTHERS

COMBYTE : DP1800EA 800MB Int	135

21. VGA CARD

ATI

Graphics Pro Turbo 2MB PCI	*(259)
Graphics Pro Turbo 2MB ISA	*(259)
Graphics Pro Turbo 4MB PCI 1600	*(389)
Video Expression 2MB PCI	*(169)
Win Turbo 64 2MB PCI	*(239)

DIAMOND

Edge 3D 2200 2MB DRAM	279
Edge 3D 3400 4MB VRAM w. control pad	*(439)
Stealth 64 1MB DRAM PCI	85
Stealth 64 2MB DRAM PCI	109
Stealth Motion Video Player 2200 / w. 2MB	259/389
Stealth Video 64 2MB VRAM PCI, upgradable	229
- 2MB upgrade	135
Stealth Video 64 4MB VRAM PCI	365

MATROX

IMP Plus 220 2MB PCI	*(245)
Millenium PCI 2MB	259
Millenium PCI 4MB	379
- upgrade 2MB / 4MB / 6MB	145/259/379

MEDIA VISION

ProGraphics 1024 VL 256 Color 1MB	*(149)

NUMBER NINE

FX Motion 771 VRAM PCI 2MB	*(259)
FX Motion 771 VRAM PCI 4MB oem / reg	399/*(369)
FX Vision 330 DRAM 2MB PCI	179
GXe 64 2MB DRAM PCI	*(129)
GXe 64 Pro VRAM 2MB PCI	*(169)
GXe 64 Pro VRAM 4MB PCI	*(239)
Imagine 128 2MB PCI	*(399)
Imagine 128 4MB PCI	*(495)
Imagine 128 1600 8MB PCI	*(1095)

SIIG

Aurora 4000 2MB PCI DRAM, expandable	129

SPIDER

Lynx 64 64 bit Accelerator 1MB PCI	59
Tarantula 64 2MB VRAM VLB / PCI	185/185
Tarantula 64 4MB VRAM VLB / PCI	295/295
Tarantula 64 2MB VRAM VLB / PCI	199/199
Tarantula 64 MK II 4MB VRAM VLB / PCI	309/309

OTHERS

Boca Voyage Movie Player Accelerator VGA	285
Movie Plus 1100 MPEF Decoder	199
Triton 8900 1MB ISA	59
Triton 9680 1MB PCI	59
Tvator Pro PC/MAC VGA to NTSC Scan Converter	159
Tvator Remote Pro VGA to NTSC Scan Converter	289
V-Mate Pro (video encorder : PC to TV)	189

Conferencing & Video:

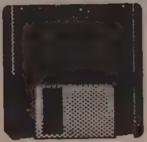
Epson Photo PC Color Digital Camera	475
Howard Video Camera	295
Intel Smart Video Recorder Pro	399
Intel ProShare Premier s/w	259
Intel ProShare Presenter	call
Intel ProShare Conferencing Video System	call
Quick Cam / Quick Cam Color for Win	99/329
Snappy (video Snapshot)	198
Video Logic Captivator	135
Video Plus (color video grabber)	185
Vision Time Conferencing s/w	44.95
Vision Time Gold: s/w + video capture	135
Vision Time Platinum: Gold + DSVD Modem	399
Vision Time Diamond: Platinum + Camera	645

*(price) .... SPECIALS , while supplies last

(oem) .... $, bundled with hardware only

SOFTWARE

1. PC SOFTWARE



ADOBE

Illustrator 4.1 for Win & Win'95	**(299)*
Pagemaker 6.0 for Win oem / reg	**(299/499)*
Photoshop 3.05 for Win 32 oem / reg	**(299/499)*
Premier 4.2 for Win - FD/CD	**(499)*

AUTODESK

Animator Studio 1.1	249
AutoCAD Lite 2.0	**(255)*
AutoCAD for Win'95	409
Autosketch 2.0 for Win / Win'95	135/89
Generic CADD 6.1	69

BORLAND

C++ 5.0 for Dos, Win, Win32 - CD	325
- upgrade	215
C++ 5.0 Developer Suite	425
- competitive upgrade	299
Delphi competitive upgrade	**(175)*
Delphi Desktop 2	325
- upgrade	179
Delphi Developer 2 Kit	535
- upgrade	269
Paradox 5.0 for Win oem / reg	39/275
- competitive upgrade for Win	**(109)*
Paradox 7.0 for Win'95 & NT	285
- upgrade	95
Power Pak for Dos	99
Sidekick 2 for Win	45
Turbo Assembly 5.5	115
Turbo C++ for Dos	92
Turbo C++ 4.5 fo Win - CD	79
Turbo C++ Visual Edt. for Win	79
Visual dBase 5.5 for Win	269
- upgrade	118

COREL

CD Creator 2 for Win 32 bit	**(159)*
Corel Draw 4.0 - CD oem	35
Corel Draw 5.0 - CD	**(395)*
- upgrade fr 3.0 - FD+CD / CD only	**(325/285)*
- upgrade fr 4.0 - FD+CD / CD only	**(189/165)*
Corel Draw 6.0 - CD for Win '95	**(375)*
- upgrade fr 3.0 / 5.0	299/*(199)
Corel Flow	**(59)*
Corel Flow 3	129
Corel XARA	179
Ventura 5.0 - FD+CD / CD only	**(325/299)*
Word Office Professional - CD	435
- upgrade	235
WordPerfect Suite 3.1 - FD+CD / CD only	275/249
- upgrade FD+CD / CD only	139/95
WordPerfect Suite 7.0 for Win'95 - FD+CD	274
- CD only	245
- upgrade CD only / FD+CD	94/134

DELRINA

Comm Suite 7.0 for Win'95 - FD / CD	**(95/96)*
CyberJack 7.0 for Win'95	**(48)*
Echo Lake (family album)	45
NetSatisfaxtion 3.0 for Novell 25-user	755
Win Comm Pro	79
WinFax Pro + Win Comm Pro	**(109)*
WinFax Pro 4.0 - FD / CD	79/89
WinFax Pro 4.1 for Network :	
- 10 / 25 / 50-user	599/1395/2650
WinFax Pro 4.1 Comm Server	**(109)*
WinFax Pro 7.0 for Win'95	79
WinFax Pro Starter Kit (server + 2 notes)	*265*

IBM

Anti Virus Desktop Edition	**(45)*
OS/2 3.0 Warp - CD / FD	75/74
OS/2 Connet / w. Windows	135/175
OS/2 Warp + Dos & Win - CD / FD	119/118

INTUIT

Quicken Deluxe 5.0 - CD / FD	59/58
Quicken Family Lawyer - CD	**(39)*
Quicken Financial Planner '95	38
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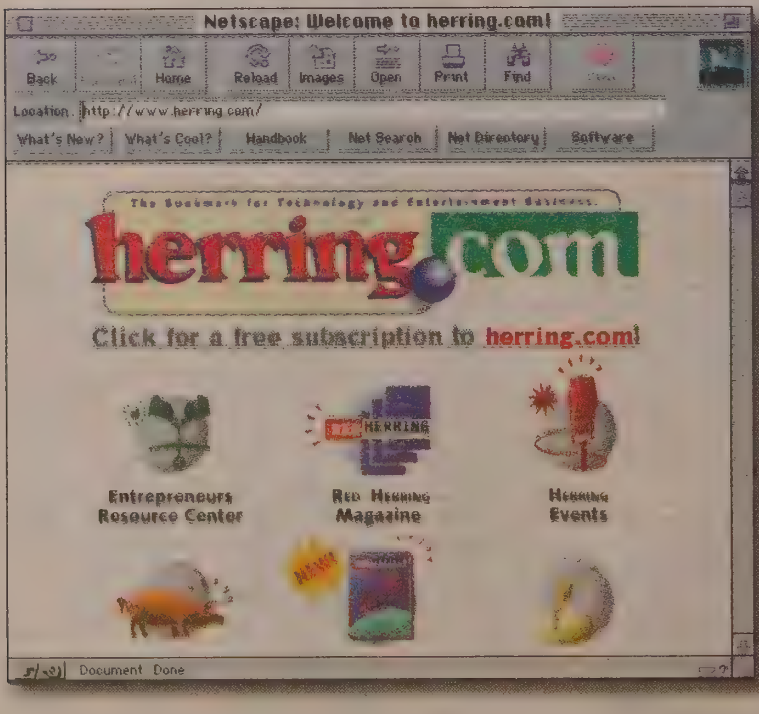
MultiMedia & BEYOND

Gulch GOSSIP

by Jonathan E.

For the latest CD-ROM and software news & reviews, see our Product Spotlight section starting on page 212

Son Of Suitstock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Even though the drinks weren't free this year, Gulch Gossip mostly had a great time at **The Red Herring 3rd Annual Bash.** Gulch Gossip certainly felt better the next morning with this thoughtful aid to moderation, although he hopes that it does not become the new industry standard and wonders why even venture capitalists would shell out $29.95 (if subscribers to *The Herring*, $50 if not!) just to go to what was basically no more than yet another industry semi-social-networking and swim-with-the-sharks gathering.

At least this one was touted as a benefit for the "Herring Communications Scholarship Fund," a college scholarship fund for "promising young entrepreneurs in the entertainment and technology industries," those "interns and students who devote time and energy to *The Herring* and our business partners." Wait a minute! Wouldn't a truly "promising young entrepreneur" manage to hustle his or her way to the top without the aid of either college or a scholarship?

In accordance with the hustle principle, Gulch Gossip hustled his ticket for free even though declared *persona non grata* by Herring Corporate Communications Manager **Stephanie N. Andolina** for truthful but less than adulatory remarks Gulch Gossip had previously made about Head Honcho Herring **Anthony B. Herring**, er, sorry, **Perkins.** Don't worry Steph, in this business—digital show business, right? That's our theme this issue—the only bad publicity is no publicity. It's a basic principle and you'll get it one day (the principle, that is; here's some publicity to get you started). Mr. Perkins, himself, has somewhat ruefully but also rightfully implicitly acknowledged the essential veracity of those comments and Gulch Gossip holds him in personal high regard for his manly handling of the situation.

Last year, the Bash was a rather strait-laced—although drunken—affair in the confined environs of the lobby of The Herring's Bryant Street office building. It was remarkable to see so many suits and nothing but suits (well, there were people inside them) crowded together, jostling each other and enthusiastically performing the peculiar social rites that suits perform. Gulch Gossip could not help but think of it as Suitstock—he'd never seen so many suits together in such close quarters having nothing but suit-fun.

This year, the Bash moved to that venerable epicenter of San Francisco's rock'n'roll tradition, The Fillmore. Perhaps a sign that the multimedia-all-industries-converging-into-one-bright-flash-of-digital-light business has finally arrived?! That it is indeed now digital showbiz!

Whatever.

But some things never change. The Fillmore's famous greeter was there, endlessly looping "Welcome to the Fillmore" to all and sundry. The free apples were there in their tub. There was even an usher dressed as a hippie chick patiently converting a pair of blue jeans into extended flared bell bottoms by hand sewing an insert of brocaded fabric into the split legs and around the hem. Gulch Gossip also saw the fabled Fillmore security system of just saying "No way" in action when someone claiming to be The Herring's Managing Editor tried to get four friends without tickets in the door. It was like time travel and virtual reality rolled into one!

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  A Bittersweet Romance
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Knowing that he can't pass as an actual suit whatever he wears, Gulch Gossip decided that there was no point in attempting to camouflage himself and that he might as well go in mufti. Thus, remembering last year's Suitstock, he dressed in what he thought would stand out a bit in a sea of dark blue, an **OM Records** T-shirt emblazoned with a screwed-up face by graffitist **Twist** and, in honor of The Red one, a pair of red Levis. Imagine Gulch Gossip's surprise to find about half the males there dressed in similar semi-bohemian fashion. Imagine Gulch Gossip's surprise to be approached by someone wearing a suit, even it was rather nice shade of green, eager to discuss the artistic merits of Twist, tell Gulch Gossip on what buildings he might see further examples of Twist's work ("with and without coordination with government officials"), and even reveal Twist's real name! So, **Paul Medlyn**, publicist with **The Antenna Group**, wins the prize closest to any true publicist's heart of a mention in this very column for his extraordinarily detailed knowledge of a particular niche in the San Francisco wall-art scene. Even though he's not their publicist, Mr Medlyn has since passed on the word from OM Records that the T-shirt has had such a huge and positive response that it will probably be reprinted.

RED HERRING
• About the Book
• Table of Contents
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GUIDE TO THE DIGITAL UNIVERSE
THE INSIDE LOOK
AT TECHNOLOGY BUSINESS
FROM SILICON VALLEY TO HOLLYWOOD
BY THE EDITORS OF THE RED HERRING MAGAZINE

Gulch Gossip wandered around wondering why such obviously well-heeled people would be listening to hip-hop, originally the music of America's dispossessed, while catching drifts of such phrases as "forty thousand dollars and they picked up our legal costs" and buzzy sounding concepts like "network marketing." It was a little surreal.

But the best and saddest thing Gulch Gossip heard came straight from the mouth of **Rob Tobias**, Director of Marketing for **Mixman Technologies**, who, when asked if there was going to be a Macintosh version of Mixman releases, replied that they were having technical difficulties with the sound drivers and that Apple was being remarkably unhelpful, even dismissive, in solving them.

As it is, Gulch Gossip wonders if he can make some money by betting against Apple, which is not what Gulch Gossip wants to do but he wouldn't be surprised if there were those who would do such a reprehensible thing for mere filthy lucre.

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Gulch Gossip thinks there's been a real paradigm shift when the platform that pushed the multimedia future so avidly a few years ago by including sound in its basic features now blows off one of the more promising applications in the pop culture—oh, make that digital showbiz—arena. If Gulch Gossip had any money, this anecdote alone would be enough to stop him betting on Apple getting its act together. As it is, Gulch Gossip wonders if he can make some money by betting against Apple, which is not what Gulch Gossip wants to do but he wouldn't be surprised if there were those who would do such a reprehensible thing for mere filthy lucre.

But Gulch Gossip's biggest thrill of the evening came with the delicious irony of being asked to mount the stage and introduce the Grand Herring when the aforementioned Herring Corporate Communications Manager was unaccountably absent from her stage-side post. Alas, she appeared at the last moment just as Gulch Gossip set foot upon the fabled stage and he was rapidly relieved of the task. Mr. Perkins, it must be said, looked happier at this turn of events as though he hadn't quite trusted Gulch Gossip to perform such a delicate mission without slipping in a barbed hook. Gulch Gossip would not, of course, have abused his hospitality under such awkward circumstances; the secret irony was quite enough.

Mr. Perkins thanked the assembled multitudes for attending and brought his staff on stage to share in the limelight. Upon seeing the remarkably uniform attire of the female members of the Herring staff, Gulch Gossip could not help but have the entirely inappropriate thought that this Son Of Suitstock was really more like a descent into the Land of Little Black Dresses. This scared Gulch Gossip so much that he turned and ran from the Bash, vowing never again to attend an industry function or at least not until later that week.

Gulch Gossip would like to point out that the above account of the Bash is in no way intended as commentary on the actual editorial content of *The Red Herring*, a magazine which Gulch Gossip finds quite insightful and useful although he's baffled by the pages with lots of numbers on them. Gulch Gossip also enjoys reading **The Red Herring Guide To The Digital Universe**, a big book of company profiles and brief interviews with big stars of various aspects of digital showbiz from hardware to software to marketing to financing. He's not sure why he enjoys reading it, but perhaps it's because so much of its content is so absurdly pompous and hubristic, perhaps it's because Gulch Gossip enjoys the vicarious thrill of the gold rush without having to deal with all the visceral consequences. It's almost a venture capitalists' version of **The Whole Earth Catalog**. Surely you will learn more about these publications by plodding over to *www.herring.com* .

Lastly, Gulch Gossip would like to say that he thought that the *SF Weekly* cover story about Anthony Perkins and *The Red Herring* all the way back in April by **Gordon Young** was mostly an inept hatchet job by a publication that takes itself much too seriously. Certainly the piece did not address the truly burning sartorial issues that reside at the core of multimedia's future and that *The Herring* deals with so well. ■

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The Wacky World Of Wired

GULCH GOSSIP CAN'T RESIST BREAKING into a chuckle to hear that launching its IPO has forced ***Wired*** to admit in its prospectus that it's never made any money—this after running who-knows-how-many stories with a critical slant on other "new media" companies not turning a profit.

Web Wars

NO NAMES, BUT THIS MONTH GULCH GOSSIP HAS HEARD STORIES OF PROGRAMMERS seriously considering removing the content from Web sites in order to get paid, programmers running off with the clients only to later return shamefaced because there's more to site development than programming, clients unable to do updates on their product line after being shut out of their own Web site by power-crazed Web masters, and developers soliciting bids from other developers on jobs they're too busy to do but want to stop others from doing.

Yup, it's a gold rush all right, with the usual charming displays of behavior. Now, if only someone would build some pretty little Victorian cottages around the Gulch, there could be a fine tourist business a century or so off: "This is where gold was first discovered and this is where Webman Willie got shot by Server Sam for tapping into his T3 line."

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- 7 Year Labor, 1 Year Parts Warranty

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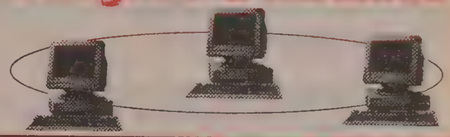

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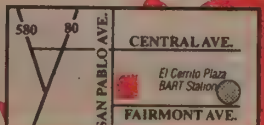

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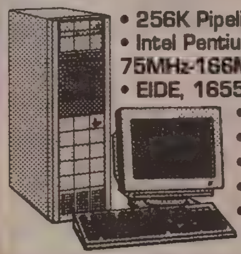

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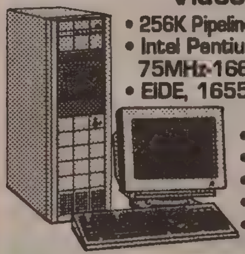

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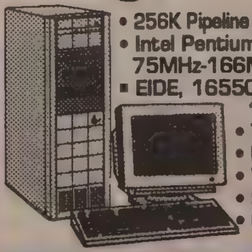

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MULTIMEDIA 101

Ruminations On Digital Showbiz

A Concept To Conjure With

Forrest Gump, a sometimes digital showbiz character, claims that, "Life is like a box of chocolates." I claim that, at this time, "Digital showbiz is like the froth atop a cappuccino." Digital showbiz is highly visible, somewhat insubstantial, full of hot air, yet still a semi-essential prelude to and ingredient for the experience of the main event, which lurks beneath and provides the real kick.

> SURE, THE DIGITAL DINOSAURS OF JURASSIC PARK OR THE WHOLE CAST AND SCENERY OF TOY STORY MAKE FOR A FEW INTERESTING MAGAZINE STORIES—BUT DOES THE AVERAGE MEMBER OF THE AUDIENCE REALLY CARE HOW THE TRICK IS DONE?

Thinking about "digital showbiz" in connection with this issue of *MicroTimes* made me realize what a nebulous yet pervasive concept it's become. We've been bombarded with words about it and marketing campaigns for its products. Online discussion has done its customary wild wobble from one extreme opinion to another: to endlessly tedious dissection of where the market isn't, why it won't be there, why it's really here already, and when the true golden age ended for the old-timers. For a while, there was much banter about that new cyberspace neighborhood of Silliwood—or was it Hollycon? I can barely remember—there's so much to keep up with, so little so far that really delivers anything more than a marketing message; everything is so ephemeral, changing so much from day-to-day that it seems there's little worth remembering! The product cycles of concepts are even faster than those of CPUs. Yes, indeed, you could be forgiven for thinking that there's a lot of froth in the multimedia industry.

But it is all a very seductive concept to conjure with—and we know how much showbiz likes to conjure with concepts. "Digital showbiz" is the multimedia industry of a few years ago—but grown up, writ large, writ on the scale that big money and mass communications dictate. Just like that antiquated industry of only a few short years ago with its quaint desktop-size dreams, the driving forces of "digital showbiz" spring from the same basic desires that drove the desktop dreamers. It's a matter of making the figments of one's imagination appear real and take on a life of their own, of conjuring up something where before there was only a concept. The real kick for the creative artist is the act of creation; for the audience, the real kick is believing in that creation. Digital techniques can help with that process of creation, but "digital showbiz" itself is still only the froth, almost the magician's sleight of hand obscuring the deeper truths beneath.

continued on page 256

BY JONATHAN E

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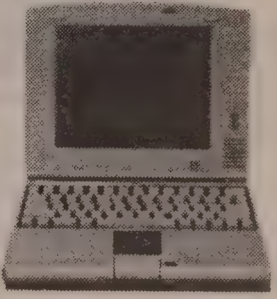

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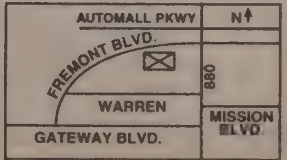

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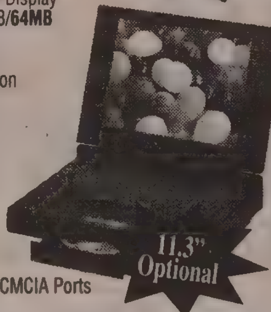

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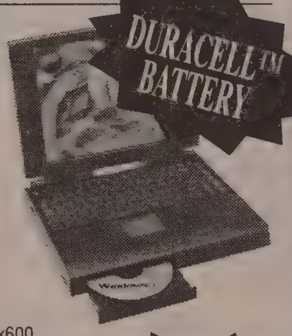

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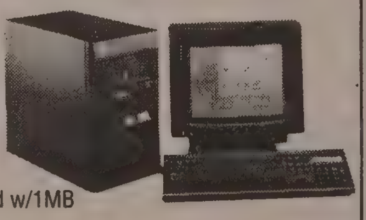

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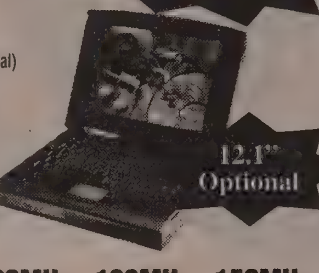

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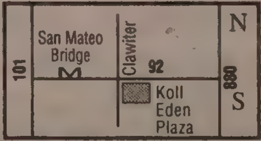

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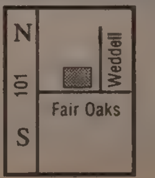

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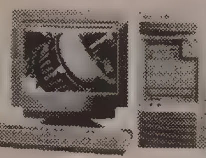

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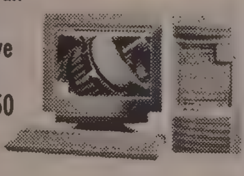

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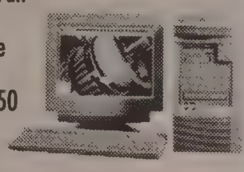

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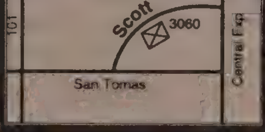

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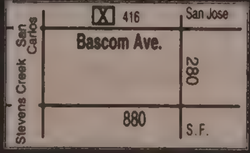

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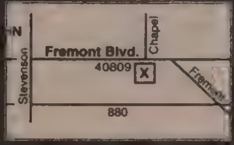

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MULTIMEDIA 101

continued from page 252

LET'S DO LUNCH

Let's spoon up some digital showbiz froth and see if we can figure out what it's made of.

Not many people would have expected those two words, digital and showbiz, to appear together more than a few years ago. After all, showbiz is all about entertainment and digital is all about computers, which weren't particularly entertaining to anyone besides hackers and game players. What's changed at the consumer level is that computers have become capable of dealing with much higher production values in terms of video and sound while more entertainment—of both old and new types—has become digitally encoded.

At the professional level, there's a staggering array of digital tools for animation, special effects, sound recording, script writing, and just about any other production process you care to name. The obvious exceptions of human voice and acting are barely obvious exceptions any longer; there are already isolated examples of these being at least partially digitally generated. Once upon a time, these tools were considerably more expensive—but, just like everything else to do with microprocessors, they've steadily obeyed Moore's Law. Now, both machines and software are comparatively cheap, although professional tools still have professional prices.

THE DRIVING FORCES OF "DIGITAL SHOWBIZ" SPRING FROM THE SAME BASIC DESIRES THAT DROVE THE DESKTOP DREAMERS. IT'S A MATTER OF MAKING THE FIGMENTS OF ONE'S IMAGINATION APPEAR REAL AND TAKE ON A LIFE OF THEIR OWN, OF CONJURING UP SOMETHING WHERE BEFORE THERE WAS ONLY A CONCEPT.

Between these two levels are the distribution channels, and this is where one could argue that digital showbiz really breaks down into a pretty meaningless term, becoming more a matter of marketing than any real business of presenting shows or entertainment. It's also exactly where the Internet may come into play, and thus where the dreams and schemes of a lot of entrepreneurs and gigantic telecom corporations are focused.

BREAK A LEG

When you get right down to it, from the consumer's point of view it doesn't really matter how digital the production process is when the experience of the show is a matter of going to the same old movie theatre in real life. What makes the show work in this last link between concept and consumer is whether the film is in focus and the print isn't scratched. Sure, the digital dinosaurs of *Jurassic Park* or the whole cast and scenery of *Toy Story* make for a few interesting magazine stories—but does the average member of the audience really care how the trick is done? What counts is the communication of emotion, the *whole experience.* While parts of the experience are digitally created, certainly the delivery of the experience is not digital.

At present anyway there is, naturally enough, talk about no longer using expensive film stock and switching to supposedly cheap bits and bytes. We'll see. Obviously the numbers would have to make sense to make a change of that magnitude—it is show *business* after all—and I'd guess that a technical obstacle or two will be found that will make it more difficult than it at first appears.

The same general argument is true of television. So look, we have all these snazzy graphics and eye-boggling commercials but ultimately, so what? I mean, who really cares? It's just eye candy, ephemera! Soon this stuff will all be so far in the background that it'll be no more exciting than the fact that I'm writing this on a word processor. And when it gets to distribution or transmission—if you think switching over the installed base of movie theatre projectors would be a big task, can you imagine the enormity of the installed base of television receivers? To make a switch of that magnitude will demand substantial improvements in service (not too hard to envisage considering the appalling quality of television screens) and a damn good marketing campaign.

This is not to say that digital transmission of television signals through the air or via cable will not happen; it's just to say that at this time movies and television can only be considered partially digital showbiz, and that a lot of things will have to be done right if they are ever to become fully digital media.

The main "traditional" form of showbiz that does come to you in digital form is music on CD. But notice how you actually get your hands on a CD. That's right—you go to the store or buy via mail order. Once again the last link between creator and consumer is analog. The visionaries' line on this topic is that soon, any day now, we'll all have fat pipes into the house, download what we want and burn our own CDs on our personal CD-Rs. Hmmm, forgive me while I giggle.

As I write, DVD (Digital Video Disc) is purported to be the next hot thing. Like a CD, only with a feature film or other video material on it, it also has interactive possibilities. Now this could open a lot of doors—but it's a crowded marketplace, and I'm skeptical that consumers are going to go for yet another platform which will only be around for who knows how short a time, and what programming will actually be available for it.

THE SHOW MUST GO ON

OK, so that's more or less the current reality of digital forms of more or less traditional showbiz. But what happens if we look at emerging forms?

Portions of the games market obviously have much in common with movies. There are filmed sequences of varying degrees of interactivity, some of them using real live stars—or at least recognizable names. Many titles are also based on or linked with a theatrical release. In many ways, this is probably the most legitimate form of digital showbiz, although my old-fashioned literal mind complains that if it's a game with much interactivity, it can't be much of a show. But, in the future, showbiz seems almost certain to be less about traditional show-type presentation and more about general entertainment and pleasurable time consumption, whether one-way or interactive.

The music business is still grappling with various forms of interactivity on CD-Pluses and

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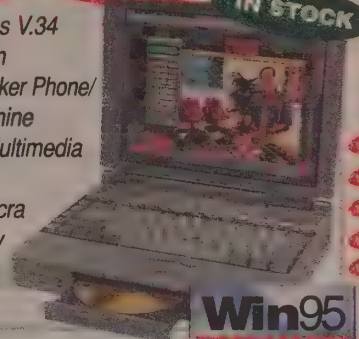

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MULTIMEDIA 101 *continued...*

Extendeds and ROMs. Sooner or later, it will become clear whether there's really a sizable market for interactive music. I change my opinion on this subject daily. There are some interesting developments out there (to be featured in a future Multimedia 101 column), but I'm concerned that the culture of music consumption is mostly extremely conservative, and that if you *really* want to *make* music you don't need a computer, although obviously some kinds of music require digital techniques.

The Web sites of giant entertainment corporations are being hyped to us journalists as *the* new form of digital showbiz. To which I say, "Ptoooeey!" What those Web sites are really about is marketing the traditional forms of showbiz; they're just a new expense line on the budget for getting the word out, keeping the hype up, and getting the audience into the theatres. I will change my opinion when there is truly new and original programming up on the sites (and I don't mean just tours of the stars' homes, interviews, games, or chat) and when real money is made from the sites in the same way that money is made from movies or music, i. e. the experience is retailed and not entirely advertiser-supported. My old-fashioned literal mind just does not find marketing efforts to be truly entertaining showbiz, however much time is consumed by them pleasantly!

BABY, I LOVE YOUR CONVERGENCE

However, Web sites are possibly at the centre of the coming age of digital showbiz. Without doubt, they epitomize Nicholas Negroponte's theory of the convergence of the broadcast and movie industries with the print and publishing industries and the computer industry. Interestingly enough, a theory he's been pushing since 1979, long before anyone had thought of the Web in its present form.

Extreme interpretations of the theory call for all pipes into the home to be digital and for all information appliances to merge into one in order to access those pipes, whether for entertainment, knowledge or communication. I think that things will stop short of that—or perhaps change direction in some way that is as yet unforeseen. It seems to me to be highly unlikely that radio and television won't be broadcast any longer. Sure, they'll be a smaller part of the overall market, and slower-growing, thus less attractive to entrepreneurs. I think that there are distinct advantages to separate appliances for separate functions even if some of those functions overlap. However, some convergence has already happened, there's more on the way, and it's within this arena that digital showbiz will have to thrive—or not.

YOU ARE THE SHOW

In the final analysis (at least within this column), digital showbiz means far more than sim-

continued on page 306

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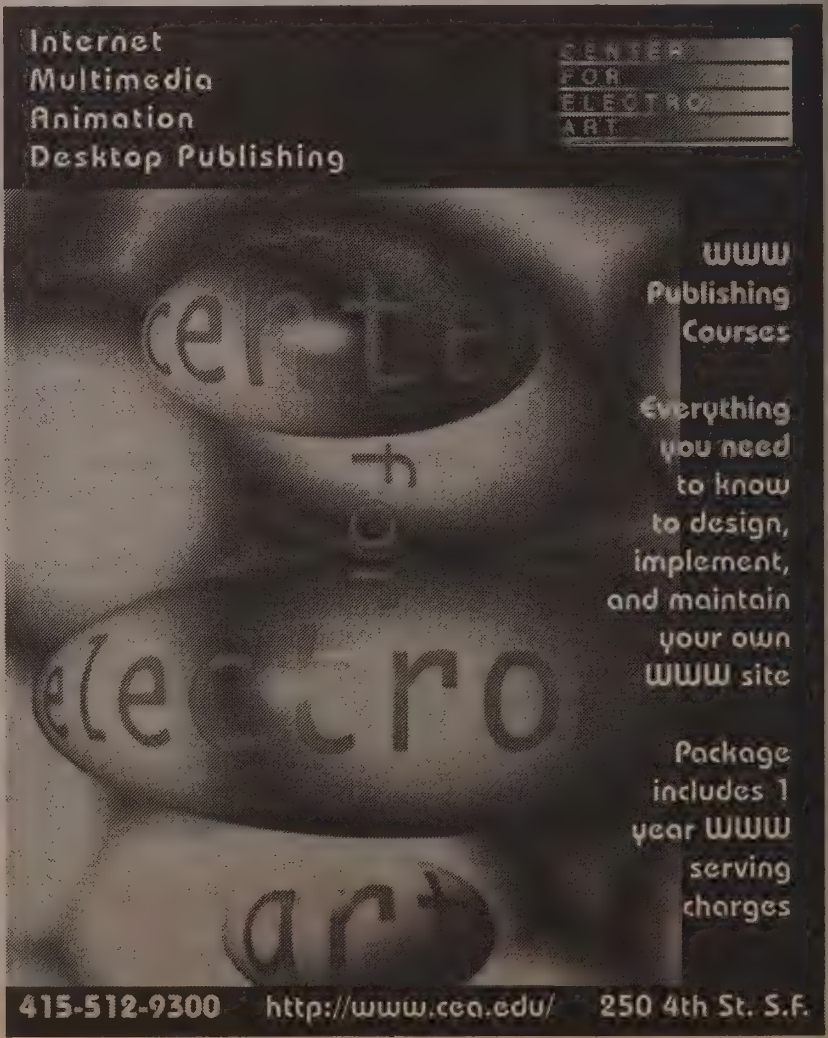

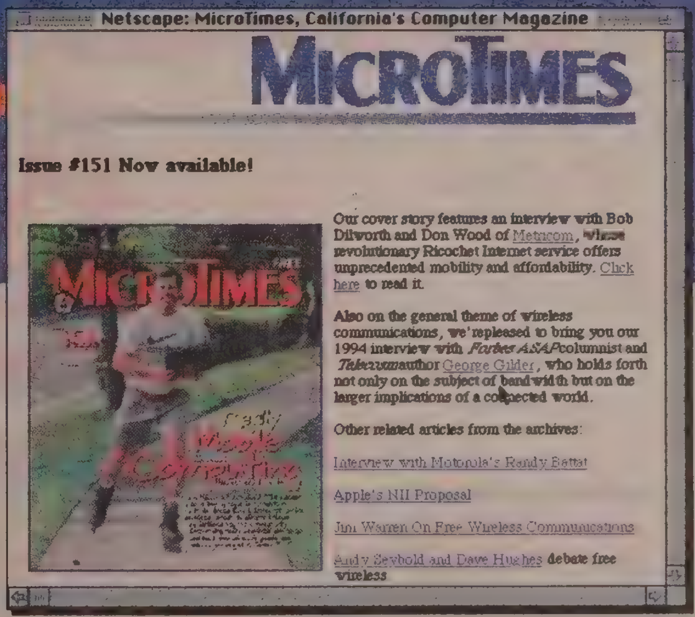
Netscape: MicroTimes, California's Computer Magazine
MICROTIMES

Issue #151 Now available!

Our cover story features an interview with Bob Dilworth and Don Wood of Metricom, whose revolutionary Ricochet Internet service offers unprecedented mobility and affordability. Click here to read it.

Also on the general theme of wireless communications, we're pleased to bring you our 1994 interview with *Forbes ASAP* columnist and *Telecosm* author George Gilder, who holds forth not only on the subject of bandwidth but on the larger implications of a connected world.

Other related articles from the archives:

Interview with Motorola's Randy Battat

Apple's NII Proposal

Jim Warren On Free Wireless Communications

Andy Seybold and Dave Hughes debate free wireless

MICROTIMES on the WEB

What's New At **www.microtimes.com**

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WHO WINS?

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- TMC Pentium Triton 430FX Chipset PCI 256K Pipelined Burst Cache Motherbrd supporting 75 to 200MHz CPU w/ Socket 7 & VRM socket, upto 512K Sync Cache, FastPage/EDO, w/ 4 PCI BusMaster Enhanced IDEs, 2x 16550 UARTS & ECP/EPP, etc...
- Genuine Intel Pentium Processor w/ Cooling Fan
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- Premium Digital Mini Tower 230W PS
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- Mitsumi Mouse w/ Pad

**Call for 512K Pipelined Burst Cache & EDO upgrades

100MHz $804
133MHz $924
166MHz $1165
200MHz $1551

Intel Marl P5 Triton II

- Intel Marl Advanced/ML ATX PCI Motherboard - 256KB pipelined burst cache, Intel Triton II 430HX PCISet, built-in PCI-IDE interfaces, FD, 2 16550 UARTs, ECP/EPP, Socket 7, upto 128MB, 75Mhz and up CPU speed support, PnP, etc...
- Genuine Intel Pentium Processor w/ Cooling Fan
- 16MB=8MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 1.6GB Western Digital WDAC21600 Mode 4 E-IDE HD
- Sound Blaster 16 PnP Stereo Sound Card
- Toshiba MX-5602 EightSpeed IDE 1200KB/S CD-ROM
- Diamond Stealth64 Video DRAM 2MB 2000 Series
- 15" Hitachi NSA SuperScan CM1587M .28DP Monitor
- Premium ATX style Medium Tower 235W ATX PS
- MicroSoft Ergonomic Natural Win95 Keyboard
- MicroSoft Ergonomic Mouse w/ Pad
- Pair of 60Watt Stereo Speakers

100MHz $1488
133MHz $1609
166MHz $1853
200MHz $2242

Intel Venus P6 Pentium Pro

- Intel [illegible] Pentium Pro motherboard w/256K Built-in CPU Cache - Intel Natoma 440FX chpst, w/onbrd BusMaster IDE, HiSpd I/O, FD, PS/2 Keybrd+mouse ports, ZIF Socket 8, AMI PnP Flash BIOS, FP/ECC 72Pin SIMM upto 512MB, ATX Form Factor board...
- Genuine Intel Pentium Pro Processor w/ Cooling Fan
- 32MB=16MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 2.1GB Western Digital WDAC32100 Mode 4 E-IDE HD
- Sound Blaster 16 PnP Stereo Sound Card
- Toshiba MX-5602 EightSpeed IDE 1200KB/S CD-ROM
- Matrox MGA Millennium PCI 2MB Window RAM
- 17" Prniceton ULtra 17+ 1600x1200NI, .28DP Monitor
- Premium ATX style Medium Tower 230W ATX PS
- KeyTronic 104 Key Win95 PS/2 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad
- Pair of 120Watt Stereo Speakers

[illegible] Add $225/$525

P6 is here!

150MHz $2498
200MHz $2740

Optional:	MS DOS V6.22 and Windows V3.11	$90
	MS DOS V6.22 and Windows for WorkGroup V3.11	$110
	Windows 95 Full Version CD	$90

YOUR SERVICE, OUR COMMITMENT

- All complete systems are assembled, jumpers and switches setup, configured, DOS V6.22, Windows V3.11,(or Windows 95) and all included software installed for testing purpose, high resolution video monitor mode tested and continuously burned in for 48 hours on all components and finally interactively inspected for trouble-free operation. All systems are to be inspected by customer at pick up time.
- Most advertised standard systems have been pre-built, burn-in tested and are ready to be picked up or delivered within 60 minutes IN FREMONT MAIN OFFICE - Please allow more time for minor configuration changes. Standard delivery time is 72 hours.
- Free delivery area includes local area within 30 minutes driving distance. No delivery on weekends. Delivery out of local area will be charged up to $30 freight.
- Most components come with over 1 year manufacturer warranty - First year will be covered by UMiracle. Warranty after the first year will be covered by component manufacturers.
- While-you-wait immediate service should there be any necessary warranty repair. If we couldn't solve the problem, another system will be built (at our discretion, if purchased within 30 days.)
- All pickups, repairs, exchanges, upgrades can be done in either Fremont, Belmont or Albany store. Original invoices & records required.

P5 Intel Endeavor II

- Intel Endeavor II EV2 Triton Chipset PCI motherboard 256K Pipelined Burst Cache, ZIP socket 7, upto 512K Cache, 4 PCI+3 ISA slots, FastPage/EDO upto 128MB, w/4 BusMaster E-IDE HD support, 2x 16550 UARTS & ECP/EPP, built-in Crystal+Yamaha OPL3LS Stereo 16bit w/Line-in/out,MIDI port, WaveTable Socket, etc...
- Genuine Intel Pentium Processor w/ Cooling Fan
- 16MB=8MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- 1.2GB Western Digital WDAC31200 Mode-4 E-IDE HD
- Toshiba MX-5602 EightSpeed IDE 1200KB/S CD-ROM
- Diamond Stealth64 Video DRAM 1MB 2000 Series
- 15" ShamRock 1280x1KNI Pwr-Saving Monitor
- Premium Digital Mini Tower 230W PS
- MicroSoft Ergonomic Natural Win95 Keyboard
- Mitsumi Mouse w/ Pad
- Pair of 60Watt Stereo Speakers

** Call for 512K Pipelined Sync Cache upgrade

100MHz $1310
133MHz $1431
166MHz $1675
200MHz $2065

P5 430VX+Ultra SCSI

ULTR SCSI 20MB/s DT Is Here!!!

Quick P55TVS PCI Pentium® processor based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI), Sound Blaster 16 PnP Stereo Sound built-in, 50Pin Fast SCSI-2 & Ultra SCSI, Pipelined Burst 512K Cache onbrd Intel Triton II 430VX chipset, ZIP Socket 7, PCI+5 ISA slots, FP or EDO 72Pin SIMM & 168PIN DIMM support upto 128MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + FD/HD/IO cables, PS/2 mouse port & EZ-SCSI V4.0L

- Genuine Intel Pentium/Cyrix 6x86 Processor w/ Alarm Cooling Fan
- 16MB=8MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Seagate 2.1GB Hawk2XL ST32155N Ultra SCSI 20MB/s HD
- Toshiba MX-5602 EightSpeed IDE 1200KB/S CD-ROM
- Diamond Stealth64 Video VRAM 2MB 3000 Series
- 17" Prniceton ULtra 17+ 1600x1200NI, .28DP Monitor
- Premium Digital Medium Tower 230W PS
- KeyTronic 104 Key Win95 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad
- Pair of 80Watt Stereo Speakers

Intel P5 CPU	Cyrix 6x86 CP
P100 $2107	P120+ $207
P133 $2230	P150+ $214
P166 $2478	P166+ $225
P200 $2875	P200+ $260

**Call for Sync DRAM Memory upgrade

TYAN Dual P6 Pro

P6² Is Here!

- TYAN Titan Pro AT S1662 Dual Pentium Pro PCI-ISA motherboard, dual CPU cooling fans, Intel Natoma 440FX Chipset, support Dual 150-200Mhz, 3 ISA+5 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU support, Flash AMI PnP BIOS, FD/ECC 72Pin SIMM 4 way interleaved upto 1GB
- Genuine Intel Pentium Pro Processor(s) w/ Cooling Fan(s)
- 64MB=32MBx2 60ns 72Pin EDO SIMM RAM
- 1.44MB Floppy Drive
- Adaptec 2940UW Ultra Wide SCSI (40MB/s) Adaptor w/cable
- Seagate 2.1GBHawk2XL ST32155W Ultra Wide SCSI 68Pin 5540RPM 512K HD
- Sound Blaster 16 PnP Stereo Sound Card
- Toshiba MX-5602 EightSpeed IDE 1200KB/S CD-ROM
- Diamond Stealth64 Video VRAM 4MB 3000 Series
- 21" Viewsonic 21PS 1600x1200NI, 0.25DP, PnP, Pwr-Saving Monitor
- Server Class Super Case Dual Fan Full Tower 250W PS
- KeyTronic 104 Key Win95 Keyboard
- MicroSoft Ergonomic Serial Mouse w/ Pad
- Pair of 120Watt Stereo Speakers

** Win NT 3.51 Workstation/Server Add $225/$525

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200MHz $492
Dual 200MHz $572

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HEMBOOK 5400 - Pentium CPU, DualScan 11.3"/Active Screen 10.4"/12.1", MB, 256K L2 Cache 1.44FD, JoyStick, 4xSpeed Teac CDROM, 2MB Video AM, TouchPad, 16Bit Stereo Sound, 1S/1P ports, InfraRed port...

40/810MB/1.3GB HD)	Dual Scan 11.3"	Active Matrix 10.4"
5-100Mhz	$2077/$2158/$2336	$2277/$2358/$2536
5-133Mhz	$2198/$2279/$2457	$2398/$2479/$2657
5-166Mhz	$2447/$2528/$2706	$2647/$2728/$2906

" Upgrade from Active Matrix 10.4" to 12.1" add $380

HEM 5400 SPECIFICATIONS

U:
ntel Pentium 75/90/100/120/133/150/166 CPU
OS
56K Flash ROM BIOS
mory
4bit data bus system memory
DIMM memory sockets
upport one bank operation
upport write-back L1-L2 Cache
vailable in 8/16/32/MB
56KB level 2 cache memory onboard
ta Storage
uilt-in one 2.5" 540MB harddrive and up
uilt-in one removeable 3.5" 1.44MB FDD,
uilt-in 5.25" Teac Quad speed Teac CDROM
play
2Bit PCI VGA sub-system with 2MB VRAM onbrd
ardware windows accelerator
CD Panel: 640x480x64K or 800x600x256 colors up to SVGA
ode, TFT up to 16.7M True Color
upport External CRT Resolution up to 1280x1024x256 color
upport LCD/external CRT simultaneous display
1.3" VGA DSTN DualScan color LCD
0.4" VGA TFT ActiveMatrix color LCD (Optional 12.3")
dio System
uilt-in speakers and microphone
uilt-in 16bit Stereo Sound compatible with Windows Sound
ystem & SoundBlaster Pro
M Music Synthesizer
ine-in, Line-out and external microphone jacks
MCIA
uilt-in 2 PCMCIA type-II slots or 1 type-III slot (type IV)

I/O Interfaces
- Built-in Joystick
- Built-in Speaker
- Built-in Microphone
- 1 x9 pin serial ports (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x PS/2 keyboard + mouse port Adaptor
- Microphone, Line-in/Out, Midi/Game ports
- 1 x100 pin docking station interface

Wireless Link
- Built-in IrDA compatible HP infra-red transmitt module

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced

Pointing Device
- Built-in PS/2 capacitive touch-sensitive trackpad

Power System
- CPU Stop Clock
- Auto-sensing 110V-240V AC adaptor
- Suspend to HDD/DRAM
- Global Standby Mode
- Battery Low Spspend
- Battery Resource View
- Optional External Battery 58W

Dimension
- 11.8"(W) x 8.9"(D) x 2.1"(H)

Weight
- 7.7Lbs (with battery)

Optional devices:
- CCD Camera Module
- Video + MPEG Module
- Mini Docking Station
- Tuner Box
- Car adaptor

Fastest Processing Speed
Best Video PCI Bus Display
Wireless Communication Feature
Ergonomic Design
Built-in Joystick
Built-in CD Rom
Removable Hard Disk Drive
Removable Battery
PCMCIA Slot
Removable Floppy Drive
Touch Pad Pointing Device

Large 12.1" Screen Size
Built-in 4x CD ROM
Built-in Game Joystick
Built-in Touch Pad

CHEM BOOK 5400

CHEM 5400 NoteBook Options

8MB DIMM Memory	$135	1.3GB 2.5" IDE HD	$525	External Battery 58W	$175
16MB DIMM Memory	$265	PCMCIA [illegible] Fax/Data	$95	Auto Adaptor [illegible]	[illegible]
32MB DIMM Memory	$Call	PCMCIA [illegible] Fax/Data	[illegible]	AC Adaptor [illegible]	[illegible]
540MB 2.5" IDE HD	$235	PCMCIA Ethernet Comb	$105	MPEG Card [illegible]	$275
810MB 2.5" IDE HD	$325	NiMH Internal Battery	$90	[illegible]	[illegible]

ATRIOT 6000A - 5x86, 10.4" Screen, 8MB, 1.44FD, TouchPad, SoundBlaster16

40/810MB/1.3GB HD)	Dual Scan	Active Matrix
yrix 5X-100	$1695/$1778/$1958	$2075/$2158/$2338
yrix 5X-120	$1715/$1798/$1978	$2095/$2178/$2358

TRIOT 8000i - P5,10.4" Screen, 8MB, 1.44FD, TouchPad, SoundBlaster16

40/810MB/1.3GB HD)	Dual Scan	Active Matrix
5-100Mhz	$2071/$2154/$2334	$2451/$2534/$2714
5-120Mhz	$2124/$2207/$2387	$2504/$2587/$2767
5-133Mhz	$2196/$2279/$2459	$2576/$2659/$2839

COM PATRIOT 8000i

ACOM PATRIOT 6000A

ACOM Notebook Options

540MB 2.5" IDE HD	$235	NiMH Battery Pack	$105
810MB 2.5" IDE HD	$325	Car Adaptor 12V	$45
1.3GB 2.5" IDE HD	$525	8MB DIMM Module	$135
PCMCIA 14.4 Fax/Data	$95	16MB DIMM Module	$265
PCMCIA 28.8 Fax/Data	$205	Int. CD-ROM 4X Drive	$295
PCMCIA Ethernet Comb	$105		

ACOM PATRIOT 8000i SPECIFICATIONS

CPU
- Intel Pentium 75/90/100/120/133 CPU

BIOS
- 1MB Phoenix systems Flash BIOS

Cache
- 256KB level 2 cache monery onboard

Memory
- 8MB RAM onboard, up to 8/16/24/32MB using industrial standard DIMM memory

Display
- 32Bit PCI VGA sub-system with 1MB VRAM onbrd
- Support LCD/external CRT simultaneous display
- 10.4" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD

Data Storage
- Built-in one 2.5" 540MB harddrive and up
- Built-in one removeable 3.5" 1.44MB FDD,
- FD replaceable with 5.25" 2X/4X ATATPI IDE CD-ROM

PCMCIA
- Built-in 2 PCMCIA type-II slots or 1 type-III slot (type IV)

I/O Ports
- 1 x9 pin serial ports (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x 15 pin MIDI/joystick port
- 1 x 6 pin PS/2 keyboard/mouse port
- 1 x RCA composite video port
- 1 x 4 pin mini-DIN S-video port
- 1 x200 pin docking interface

Wireless Link
- Built-in IrDA compatible HP infra-red transmitt module

Audio
- Built-in speakers and microphone
- Built-in 16bit Vibra audio compatible with Sound Blaster 16 and Windows Sound System
- Line-in, Line-out and external microphone jacks

Pointing Device
- Built-in PS/2 capacitive touch-sensitive trackpad

Keyboard
- 86 keyboard with support for all keys of an AT-enhanced keyboard inverted "T" cursor control keys.

Power System
- Auto-sensing 110V-240V AC adaptor
- Removeable & rechargeable 33.6Wh NiMH battery
- Second battery pack can be installed in place of FDD

Dimemsion
- 9.25"(D) x 11.8"(L) x 2.04"(H)

Weight
- 6.2LBS (with battery)

Optional devices:
- 5.25" 2x/4x ATAPI IDE TEAC CD-ROM drive
- MPEG-1 playback module
- Car adaptor

ACOM PATRIOT 6000A SPECIFICATIONS

CPU
- 486DX4-100Mhz or Cyrix5X-100/120Mhz

BIOS
- 1MB Phoenix systems Flash BIOS

Memory
- 8MB RAM onboard, up to 8/16/24/32MB using industrial standard DIMM memory

Display
- 32Bit VLB VGA sub-system with 1MB VRAM onbrd
- Support LCD/external CRT simultaneous display
- 10.4" VGA DSTN DualScan color LCD
- 10.4" VGA TFT ActiveMatrix color LCD

Data Storage
- Built-in one 2.5" 540MB harddrive and up
- Built-in one removeable 3.5" 1.44MB FDD,
- FD replaceable with 5.25" 2X/4X ATATPI IDE CD-ROM

PCMCIA
- Built-In 2 PCMCIA type-II slots or 1 type-III slot

I/O Ports
- 1 x9 pin serial port (16550 UART)
- 1 x25 pin parallel port (EPP/ECP support)
- 1 x15 pin external monitor port
- 1 x200 pin docking interface

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Keyboard
- 86 keyboard with support for all keys of an AT-enhanced keyboard inverted "T" cursor control keys.

Power System
- Auto-sensing 110V-240V AC adaptor
- Removeable & rechargeable 33.6Wh NiMH battery

Dimemsion
- 8.82"(D) x 11.5"(L) x 1.89"(H)

Weight
- 6.2LBS (with battery)

Optional devices:
- 5.25" 2x/4x ATAPI IDE TEAC CD-ROM drive
- Car adaptor

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Belmont CA 94002
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Fax 415-592-2919

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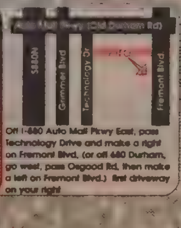

Off I-880 Auto Mall Pkwy East, pass Technology Drive and make a right on Fremont Blvd. (or off 680 Durham, go west, pass Osgood Rd, then make a left on Fremont Blvd.) first driveway on your right

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Motherboard without CPU: (Call for CPU Prices)

486 ISA VLB 256K - 3 VLB, upto 128MB & 512KB Cache, Support 30 & 72Pin SIMM, Award BIOS, PnP, 3.3V CPU Support	$75
486 ISA PCI/VLB 256K w/ E-IDE, FD, onbrd HiSpd I/O, 3 PCI+1 VLB+ 4 ISA slots, upto 128MB & 1MB Cache, suppt 72Pin SIMM, AMI BIOS, PnP, 3.3V CPU Support	$90
ASUS P/I-P55T2P4 Pentium® processor-based board - Intel Triton II 430HX PCISet, Concurrent PCI bus, Pipelined Burst 256K (upto 512K) cache onbrd, 75-200Mhz CPU speed, 4 PCI+3 ISA+1 ASUS MediaBus slots, 32bit-FP/EDO + 36bit-Parity/ECC 72Pin SIMM support upto 256MB, built-in Bus-Master PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash Award BIOS w/NCR Firmware, Dallas Battery, PnP, COAST Socket, Baby AT form factor	$185
ASUS P/I-XP55T2P4 same as above in ATX form factor w/PS/2 mouse+Kybrd	$195
TMC Pentium 75-200Mhz PCI Pipelined Sync 256K (optional 512K) cache w/Triton chpst, Socket 7 & VRM, 4 PCI+3 ISA slots, support Fast Page or EDO 72Pin SIMM upto 128MB, built-in Bus-mastering PCI-IDE interfaces, FD 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, Flash Award ROM w/NCR BIOS, PnP, COAST Socket	$135
Intel Marl Advanced/ML Pentium® processor-based ATX Board - 256KB pipelined burst cache onbrd, Intel Triton-II 430HX PCISet, built-in PCI-IDE interfaces, FD, 2 16550 UARTs, ECP/EPP, PS/2 mouse+Keybrd, support 4 IDE HDs, Socket 7, 4 PCI+3 ISA slots, 32bit-FP/EDO + 36bit-Parity/ECC 72Pin SIMM support upto 128MB, 75Mhz and up CPU speed support, Concurrent PCI 2.1 compiant, PnP, , Intel ATX form Factor chassis standard	$175
Intel Endeavor Advanced/EV2 Pentium® processor-based Board - Pipelined Burst 256K (upto 512K) Cache, Triton chipset, 75Mhz and up CPU support, 4 PCI+3 ISA slots, FP or EDO 72Pin SIMM support upto 128MB, Socket 7, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, 4 IDE HDs support, PnP, Flash AMI ROM, APM Power Saving, Built-in Crystal+Yamaha OPL3LS 16bit stereo sound w/line-in/out, Joystick, WaveTable connector, COAST socket	$210
Intel Endeavor Advanced/EV2 Board above w/o Crystal 16bit sound	$185
Intel Atlantis Advantage/AS Pentium® processor-based Board - PCI bus, Pipelined Burst 256K (upto 512K) Cache, Triton chipset, Integrated 64-bit ATI Mach 64 1MB DRAM (upto 2MB) graphics onbrd, 75-166Mhz & beyond CPU speed support, 3 PCI+3 ISA slots, FP or EDO 72Pin SIMM support upto 128MB, Socket 7, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, Flash AMI ROM, APM PwrSavg, Built-in Crystal+Yamaha OPL3LS 16bit stereo w/line-in/out, Joystick, WaveTable connector, COAST socket	$315
QUICK P54TSW2 PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7880 (2940UW Ultra Wide) support 50Pin Fast SCSI-2 / 68Pin Fast Wide SCSI-2 & Ultra Wide SCSI (40MB/s Burst!!), Pipelined Burst 512K Cache, Intel Triton chipset, Socket 7 & VRM Socket, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM support upto 128MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, COAST Socket for P54TS, 50pin SCSI + 68Pin Wide AMP hi-denity + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included	$365
New!!! Quick P55TV PCI Pentium® processor-based board w/ Built-in Adaptec® PCI SCSI chipset 7860 (AHA-2940U Ultra SCSI) support MMX, Cyrix 686 CPU, 50Pin Fast SCSI-2 & Ultra SCSI (20MB/s Burst!!), Pipelined Burst 512K Cache onbrd, Intel Triton II 430VX chipset, ZIP Socket 7, 75-200Mhz, 3 PCI+5 ISA slots, FP or EDO 72Pin SIMM & 168PIN DIMM (Synchronous DRAM) support upto 128MB, built-in PCI-IDE interfaces, FD, 2-16550 UARTs, ECP/EPP, support 4 IDE HDs, PnP, 50pin SCSI + FD/HD/IO cables, Musical alarm CPU fan, PS/2 mouse port & EZ-SCSI V4.0L + complete Adaptec® software driver & manual included.	$320
New!!! Quick P55TVS PCI Pentium® processor-based board same as P55TV plus w/ Built-in Creative Labs Vibra 16 Stereo Sound chip	$375
New!!! Quick P55TU series - Triton 430HX chipset	$Call
Intel Venus Performance/VS Pentium® Pro processor based motherboard - 256K L2 cache on CPU, new Intel Natoma 440FX chipset, 150/180/200Mhz and future CPU support, 3 ISA+4 PCI slots, onbrd PCI Bus-Master IDE interfaces, HiSpd I/O, FD, PS/2 mouse + kybrd connectors, ZIF Socket 8, Flash AMI PnP BIOS, FP/ECC 72Pin SIMM support upto 512MB, Intel ATX form factor chassis std	$550
New!!! TYAN Titan Pro AT S1662 Dual Pentium Pro 150-200MHz PCI-ISA motherboard Dual CPU cooling fans, Intel Natoma 440FX Chipset, support Dual 150/166/180/200Mhz CPUs, 3 ISA+5 PCI slots, onbrd PCI Bus Master IDE interfaces, HiSpd I/O, FD, Dual ZIF Socket 8, 2 VRM modules for future CPU Support, Flash AMI PnP BIOS, support FP/ECC 72Pin SIMM 4 way interleaved [illegible]	$855
New!!! TYAN Titan Pro ATX S1668 Dual Pentium Pro 150-200MHz PCI-ISA motherbrd same as Titan Pro AT S1662 above except in ATX form factor	$885

CPU & Memory: (Prices Subject to Change without notice)

Intel Pentium Pro processor 150/200Mhz	$Call
Pentium P5-100/120/133/150/166/200MHz CPU	$Call
AMD 486-100DX4/120DX4/5x86-133/160DX4/K5-75/K5-90	$Call
Cyrix 5x86-100/120DX P5 OverDrive for 486 motherbrd	$Call
Cyrix 6x86-120+/150+/166+/200+ Pentium class CPU	$Call
256/512K Synchronous Pipelined Cache COAST module	$25 $55
1MB/4MB/16MB 30Pin SIMM RAM	$Call
72Pin SIMM/168Pin DIMM(SDRAM) - 32/36Bit-EDO/FP/Parity/ECC	$Call
SIMM Converter - 4 pieces 30Pin to 1 piece 72Pin	$Call

I/O Card/Controller Card

VLB Enhanced 4-IDE/FD 2S/1P/1G Controller Supporting 4 Mode 3 & 4 E-IDE devices	$19
DTC 2278E VLB Enhanced IDE/FD 2-16550 UARTs + EPP/ECP Controller Supporting Mode 3 & 4 E-IDE devices	$27
DTC 2278EB VLB Enhanced IDE/FD 2-16550 UARTs + EPP/ECP w/ BIOS Supporting Mode3 & 4 E-IDE devices even if your old VLB motherboard does not support E-IDE	$43
Adaptec 1522 SCSI-2 Controller	$71
Adaptec 1542CP PnP Bus-mastering SCSI-2 Controller	$170
Adaptec 2940U Fast PCI Ultra SCSI-2 Controller	$185
Adaptec 2940UW PCI Ultra WIDE SCSI-2, 40MB/s, 15 devices support	$225
External SCSI-2 50Pin Micro-D Adapter for any onboard internal 50pin ribbon cable SCSI interface	$17
External Wide SCSI 68Pin Micro-D Adapter with 3-68pin-connector internal ribbon cable for any onboard internal 68pin Wide SCSI interface	$55
FAST WIDE SCSI-2 Internal Ribbon Cable, 68Pin, 2 / 3 connectors	$25/35
External SCSI Cables Centronic/Micro-D 50/68Pin	$Call
External SCSI Terminator SCSI-2/Micro-D 50/Micro-D 68Pin	$Call

Network Card:

Ethernet NE2000 ISA 16Bit Combo	$25
Intel EtherExpress Pro 10/100 PCI ENET 32Bit 10-BT (PILA8465B)	$130
SMC Etherpower ENET PCI 10-BT (8432T)	$105
SMC Etherpower ENET PCI 10-BT + Coax Combo (8432BT)	$140
SMC Etherpower ENET PCI 10/100-BT+DB-9 (9332DST)	$130
3COM Etherlink III 3C509B Combo	$92
3COM Etherlink III 3C590 Bus-Mastering PCI 10BT/Combo	$105/$125
3COM Etherlink III 3C595-TX Fast Ethernet 10/100BT PCI	$125

Video Card:

Trident 16Bit ISA 512K/1MB	$33/$51
Trident 9440 Windows Accelerator PCI/VLB 1MB/2MB	$45/75
Diamond Stealth 3D 2000XL PCI 1600x1200 2MB EDO-DRAM	$199
Diamond Stealth64 Video DRAM 2000 Series PCI 64Bit S3-765 Graphic Engine 1MB/2MB EDO DRAM Version	$95/115
Motion Video Player 1100 Series MPEG Module for Stealth 2000	$125
Diamond DTV 1100 TV Tuner for Stealth 2000	$125
Diamond Stealth64 Video VRAM 3000 Series PCI 64Bit Graphic Engine S3-968 2MB/4MB VRAM Version	$230/370
2MB VRAM upgrade board for Stealth 3000	$140
Motion Video Player 2000 Series MPEG Module for Stealth 3000 0MB	$265
Motion Video Player 2000 Series MPEG Module for Stealth 3000 2MB	$395
Diamond Edge 3D PCI 2120XL MultiMedia Game Accelerator - 3D graphics, 16bit WaveTable Sound, SEGA Saturn Control Pad ports, (SGS Thomas STG2000 chipset) 1MB/2MB DRAM Retail Package	$195/$225
Diamond Edge 3D PCI 3240XL MultiMedia Game Accelerator - 3D graphics, 16bit WaveTable Sound, SEGA Saturn Control Pad ports, (nVIDIA - NV1 chipset) 2MB/4MB VRAM Retail Package	$329/$459
ATI Xpression PCI 2MB DRAM	$145
ATI Graphic Pro Turbo PCI 2/4MB VRAM	$265/395
Matrox MGA Millennium 2MB/4MB WRAM PCI	$255/$375
Upgrade module for Millennium 2MB/4MB/6MB	$145/$250/$365
MGA Media XL Video capture & playback module for Millennium	$270
MGA Media XL-MPEG Video capture & playback + hardware MPEG module for Millennium	$295
MGA Media TV - TV Tuner (U.S.A and Canada only)	$165
Number 9 Imagine 128 Series II 4MB VRAM PCI	$635

Monitor:

14" ShamRock 1Kx768NIx0.28DP Digital Control Pwr-Saving Monitor	$230
15" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor	$335
17" ShamRock 1280x1KNIx0.28DP Digital Control Pwr-Saving Monitor	$535
Hitachi NSA SuperScan CM1587M 15" NI, 1280x1024, 0.28DP, FlatScreen, EPA Green, Digital Controlled	$365
MAG Technitron Series Trinitron Tube, Digital Control, 0.25DP, 1280x1KNI, 3yr Manu. Warranty 15" DX15T/17" DX17T	$410/$725
MAG DX95 Series DX1595/DX1795/MXP17F/MX21F	$359/$629/$839/$1520
Princeton (MAG made) Ultra 17+ - 17" Full Digital Control, 0.28DP, 1600x1200NI, Green, VESA DPMS, Auto-switch, 3 yr warranty	$635
IIYAMA VisionMaster-17 MF-8617E 17" .26DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@69Hz	$713
IIYAMA VisionMaster-Pro 17 MT-9017E 17" .25DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@72Hz, Trinitron Tube	$776
IIYAMA VisionMaster MF-8221E 21" .22x.16DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz	$1675
IIYAMA VisionMaster MT-9021E 21" .30x.00DP, Microprocessor Contrl, PnP, DPMS, MPRII, Full On-screen program, 1600x1200@76Hz, Trinitron Tube	$1705
Sony 15" 15SX/15" 15SF II/17" 17SF II/17" 17SE2	$385/$465/$825/$1025
Nanao T-series:T2-17/T2-17TS/T2-20	$1025/$985/$1750
Nanao F-series:F2-15/F2-17/ F2-17EX/ F2-21/ FX2-21	$530/$625/$937/$1762/$2799
Viewsonic 14ES/15ES/15G/1V45GS/17GS/20G/15GA/17GA/17PS/PT770/PT810/21PS/17EA/29GA/etc	$Call
Hitachi, NEC, ADI, Nokia Monitors	$Call

Modem

Digicom 14.4K/28.8K/33.6K Fax+Data Int.16550 UART	$50/$135/$160
Cardinal 28.8K Fax Internal (MVP288I)	$125
Cardinal 28.8K Voicemail Fax Internal (MVP288IV)	$165
Cardinal 28.8K Speakerphone Fax Internal (MVP288IS)	$235
USR Sportster 14.4K Fax modem Internal/External	$95/110
USR Sportster 33.6K Faxmodem Internal/External	$155/175
USR Sportster 33.6K Voice Faxmodem w/Personal Voice Mail External	$22

Floppy Drive/Tape Backup:

Mitsumi/Sony 1.44M 3.5"	$24
Teac 1.2M 5.25"/1.44M 3.5"/Dual 5.25"	$45/27/8
Colorado 800MB T-1000 off floppy Travan w/Win95 Sftwre, no tape	$12
Colorado Jumbo1400 1.4GB DJ50 Travan off floppy w/Win95 Sftwre	$21
Colorado PowerTape 1100-1GB/2400-2.4GB/4000-4GB	$645/$765/$95
NEW!!!Colorado T4000S 8GB, 62MB/min, SCSI-2, Travan TR-4, int	$38
Tape Cartridges for Tape Backup	$Ca

KeyBoard/Mouse/Software/Chassis/PowerSupply/Misc:

Mitsumi 104 Enhanced Win95 Keyboard	$1
KeyTronic 104 Enhanced Win95 Key U.S. Made	$24
Focus 2001 104 Win95 Key Enhanced Click w/Cover	$3
Focus 6002 104 Win95 Key Enhanced w/ wristrest	$3
Focus 7200 104 Win95 Key Enhanced w/ wristrest + Trackball	$4
Focus 8000 111 Key w/Calculator	$4
MicroSoft Natural Keyboard Win95 Key	$5
NorthGate OmniKey 101NI	$7
Mitsumi MS compatible 2-Button Mouse	$5
MicroSoft Ergonomic Serial/PS 2 type	$30/$6
Logitech Mouseman Serial/PS 2 type/Cordless	$35/$45/$8
Logitech Trackman/Trackman Marble	$65/$8
MS DOS 6.22/Windows V3.11/WFWG V3.11(w/System Purchase)	$45/45/6
MS Windows 95 Full CD-ROM OEM version	$9
MS Office Pro for Windows 95 CD version	$22
MS Windows NT V3.51 Workstation/Server	$225/$52
Premium Case w/230W Mini/Desktop/Med	$55/65/8
Premium Case w/250W Full Size Tower	$10
Server Class Super Case w/250W PS w/ detachable front panel, Dual side door open, solid construction, slide-in Drive Bay, Dual pull fans, lots of bays, Medium/Full Tower	$125/$16
ATX Form Factor Style Medium Tower Case w/ ATX type 235W P/S	$11
Deluxe External SCSI Case w/Terminator+SCSI Cable+P/S+Fan 3.5" Half Height/5.25" Half Height	$60/$9
Deluxe External SCSI Case w/68Pin Wide/Ultra Wide SCSI Connector + P/S + Fan 3.5" Half Height with 68Pin External Cable and Terminator	$16
Power Supply PS-2 Type 230W/250W/300W	$28/$35/$8
486/P5/P6 CPU Cooling Fan w/heat sink	$8/$12/$2
Chassis Second Cooling Fan 3" or 3.5"	$1
Motherboard Crystal for 25/33/40/50/66/80MHz	$5
Printer Cable 6"/10"/15"/25"	$5/7/10/1
PS/2 mouse port connector for motherboard PS/2 mouse port	$1

CD-ROM Drive:

Mitsumi FX-810 EightSpeed IDE CD ROM 1200KB/Sec	$12
Toshiba XM-5602 EightSpeed IDE, 1200KB/Sec, Internal	$13
Diamond 800 CD-ROM Kit 8XI, 1200KB/s, IDE Internal	$12
Teac 56S 6Xi SixSpeed SCSI CD ROM 1200KB/Sec, Internal	$19
Plextor 6-Plex 6XSpeed PX-63CS 900KB/Sec, Internal - 115ms seek, 256K Buffer, 2-yr warranty	$27
Plextor 8-Plex 8XSpeed TXL-PX83CS internal/85CE external, 1200Kb/sec, Fast SCSI, 115ms seek, PnP, w/ Caddy, 2-yr warranty	$380/46

Sound Card/Speaker/MultiMedia Package:

60W/80W/120W Hi-Fi Ampilfied Stereo Speakers	$29/49/5
Sound Blaster 16 Stereo PnP w/IDE Interface OEM	$7
Sound Blaster 32 PnP w/IDE interface Retail	$15
Sound Blaster AWE32 PnP w/ASP w/ IDE interface Retail	$23
MS CD titles including Encarta 96, Works, Money, Dangerous Creatures, Oceans, Sport Collection, 55+ Title CD Samplers	$6
Audio Cable - CD-ROM to Sound Card	$5

HardDisk:

Western Digital - Caviar	
850MB IDE WDAC2850 - Enhanced IDE Mode-3 64KB 4500RPM	$17
1.2GB IDE WDAC31200 - Enhanced IDE Mode-4 128KB 5200RPM	$20
1.6GB IDE WDAC31600 - Enhanced IDE Mode-4 128KB 5200RPM	$23
2.1GB IDE WDAC32100 - Enhanced IDE Mode-4 128KB 5200RPM	$29
2.5GB IDE WDAC32500 - Enhanced IDE Mode-4 128KB 5200RPM	$35
3.1GB IDE WDAC33100 - Enhanced IDE Mode-4 128KB 5200RPM	$45
Quantum	
1.2GB/2.5GB BigFoot IDE, Fast-ATA-2, 15.5ms, 128K	$199/$29
1.7GB/2.5GB Sirocco IDE, Fast-ATA-2, 11ms, 128K	$22[illegible]/$35
2.15GB Saturn, VP32170S FastSCSI-2, 8.5ms, 5400RPM 512K	$41
2.15GB Atlas XP32150N Fast SCSI-2, 8.5ms, 7200RPM, 1MB	$43
2.15GB Atlas XP32150W Fast Wide SCSI-2, 8.5ms, 7200RPM, 1MB	$45
4.3GB Atlas XP34300N Fast SCSI-2, 8.5ms, 7200RPM, 2MB	$83
4.3GB Atlas XP34300W Fast Wide SCSI-2, 8.5ms, 7200RPM, 2MB	$85
Seagate	
4.3GB Barracuda ST15150N Fast SCSI-2 8.5ms 3.5" 72KRPM, 1MB	$104
4.3GB Barracuda ST15150W Fast Wide SCSI-2 8.5ms 3.5" 72KRPM, 1MB	$110
2.1GB Hawk2XL ST32155N Ultra SCSI 50pin 5540RPM, 256K	$56
2.1GB Hawk2XL ST32155W Ultra Wide SCSI 68pin 5540RPM, 512K	$65

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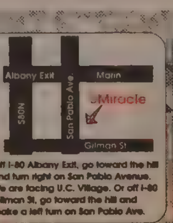

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1501 El Camino Real #E
Belmont CA 94002
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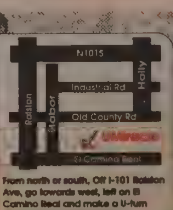
Fax:415 592 2919



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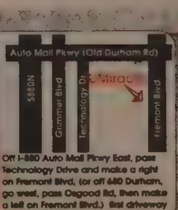
Ph:510-226-3666



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Amiga Boy Gets DEC'd

A Bittersweet Transition

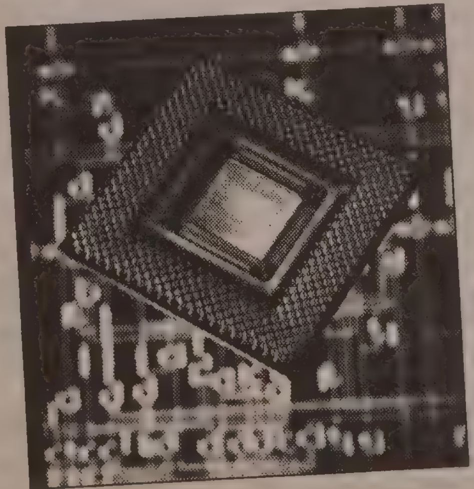
Up until I worked the NewTek booth at the NAB show, I had been doing very well with my Amiga 3000 and 4000, both equipped with WarpEngine '040/40s. However, I got really spoiled bouncing between an SGI, a DEC Alpha workstation, a dual-200MHz Intergraph PentiumPro, a 333MHz Raptor, and an Amiga Flyer system, and I realized it was time to add some more horsepower.

The grim facts for LightWave animators using the Amiga is that the hard-to-come-by Motorola 68060 will only offer a marginal speed increase. Furthermore, the PowerPC/Alpha-based Amigas and compatible software are a long way off, assuming they come at all. Additionally, the lack of true OpenGL support on the Amiga means giving up some very cool features in LightWave 5.0.

OUT WITH THE OLD, IN WITH THE NEW

Since my Amiga 4000 houses my Video Toaster Flyer, my A3000 ended up drawing the short straw to be sacrificed, along with some other stuff I rarely used. This was the machine that launched me on my Amiga writing career, so it was an emotional moment when I "turned over the keys" to the new owner. (I asked him to "take good care of her.")

Incidentally, I sold everything using the Internet Newsgroup *comp.sys.amiga.marketplace*. I highly recommend this resource, but be sure to use some type of C.O.D. payment method.



DEC SHOPPING: REAL DIFFERENCES

While trying to decide on which Alpha system to purchase, I eventually determined that there are basically only three different types available: those from Digital Equipment Corporation (the "real McCoy"), those based on a so-called "reference" motherboard designed by Digital, and those that use a proprietary design. There appear to be dozens of companies that use the reference motherboard; however, I only found two companies, Aspen Systems and DeskStation Technology, that use their own proprietary design. To confuse things even more, Aspen motherboards are also used in other brands of Alpha computers.

The following discussion covers the major differences I found when comparing systems. If you are considering an Alpha system the following discussion should help you make an informed decision. Personally, I ended up with a list of pluses and minuses for each machine, with no single clear favorite.

SYSTEM RAM DATAPATH

Machines may differ on the width of the datapath to system RAM. Some designs, like the reference-board, are 256 bits wide, while the others are 128 bits. Without further investigation, 256 bits would seem to win hands down. However, the Alpha can only take 128 bits of information at a time (actually, internally it is only a 64-bit processor). Even Digital's own Alpha XL Workstation line uses a 128-bit datapath. Thus, I'm not convinced that the wider datapath provides a significant benefit.

BY DOUGLAS J NAKAKIHARA

AMIGA BOY *continued...*

The 256-bit vs. 128-bit issue does have some other repercussions, however. To accommodate 256 bits, you must add SIMMs eight at a time, because a single SIMM is only 32 bits wide (actually 36 bits, but four are used for parity-error checking). Since the reference-board only provides eight SIMM slots, to increase your RAM you must replace all of the SIMMs with higher capacity ones. In comparison, with a 128-bit machine, you can start with four SIMMs and then add four more later on.

However, Bushey Virtual Construction has a nice policy that allows you to trade in your old SIMMs (plus cash) for new ones. Also, SIMMs are pretty easy to sell on your own and there will always be a market. Of course, being able to just add some additional modules certainly has the advantages of being easier and—I would argue—cheaper overall. (Incidentally, Bushey will also help you sell your old Amiga equipment and apply the funds to a new machine.)

DeskStation is the only company to offer a swappable CPU card. In theory, you can upgrade your system by just unplugging the old card and putting in a new one. The problem lies in the fact that the card probably costs as much as a new motherboard.

SLOTS

Expansion slots can also be different, not only in number, but in type. All machines, including Digital's, offer a combination of PCI and ISA slots, except for the new DeskStation Reflex, which sports PCI slots exclusively. This could be important if you need to use ISA boards. However, if you planned on adding a number of PCI cards, you might find the ISA slots a limitation.

Also remember that this is a high-end system running Windows NT for the Alpha. There may not be that many ISA cards compatible with it anyway.

Don't be too swayed by the fact that some slots are touted as (backwardly compatible) "next generation" 64-bit PCI slots. These slots are based on Digital's proposed standard. Several other big name manufacturers have different ideas of what the next PCI standard should be. For this reason, there is nothing right now that takes advantage of this feature, and it's possible there never will be.

KNOW YOUR CPU

You need to know your processors. The 21064 is the one you often see clocked at 275MHz. This version of the Alpha has been superseded by the faster 21164 series. Now, within this series are the EV5 and EV56. The EV5 normally runs at 266MHz, 300MHz, and 333MHz. The newer EV56 usually checks in at 333MHz, 366MHz, and 400MHz.

Right now, the 300MHz 21164 EV5 seems to be the sweet spot as far as price/ performance is concerned. There is quite a premium for the 333MHz EV5, due to low manufactured yields.

The 21164 EV56 is more or less the same as the EV5, with some important differences: it uses about half the power and is physically smaller. This equates to a much cooler-running chip. It dissipates 20 watts of power at 366MHz, lower than the Intel Pentium Pro 150MHz chip. However, because of the differences, a motherboard designed for the EV5 is not compatible with the EV56. As of this writing, only DeskStation was shipping EV56 systems; however, Aspen and Digital expect to be shipping models soon.

WHAT TIME IS IT?

When checking out particular systems, determine if the CPUs are being over-clocked or not. What happens here is that a company will test individual CPUs to see if they can handle a faster speed than the rating given by Digital. If they pass muster, they are over-clocked and sold at a premium price. I'm not going to preach the benefit or detriment of this practice, I'll just suggest that you be aware of it.

MODULAR CPU CARDS

DeskStation is the only company to offer a swappable CPU card. In theory, you can upgrade your system by just unplugging the old card and putting in a new one. The problem lies in the fact that the card probably costs as much as a new motherboard. Sure, swapping a card is easier than replacing the entire motherboard, but it's not that difficult. Detractors suggest that this modular approach yields some performance inefficiencies, but I saw no proof of this. Overall I see this as a nice feature, but not a must-have.

VIDEO CARDS

Usually you will have your choice of video cards and the good ones aren't cheap. Remember, you'll be running Windows NT and you'll want a PCI-bus card for optimum performance. The main contenders seem to be the Matrox Millennium, Diamond Stealth, and Number Nine. I selected the Millennium based on what I had read on the Internet about other people's experience.

One thing that I didn't think through was the amount of video RAM I needed. I figured 4MB would be sufficient; however, that turned out not to be the case. That amount is sufficient for a 1024 x 768 24-bit screen, but to take advantage of the card's real-time 3D capabilities, I would be limited to 256 colors at that resolution. (Note: Currently, LightWave does not support OpenGL with a 256-color display.) I'd have to kick down to 800 x 600 and then only get 16-bit color. The bottom line was that I needed 8MB for a 24-bit 1024 x 768 screen utilizing all features of the card.

continued on page 284

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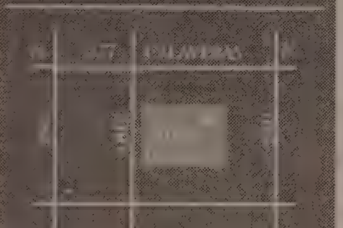

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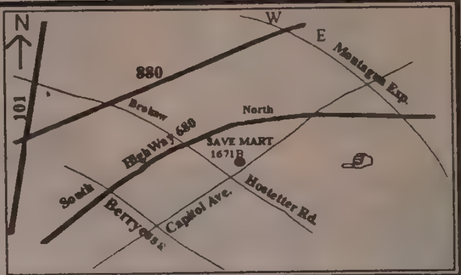

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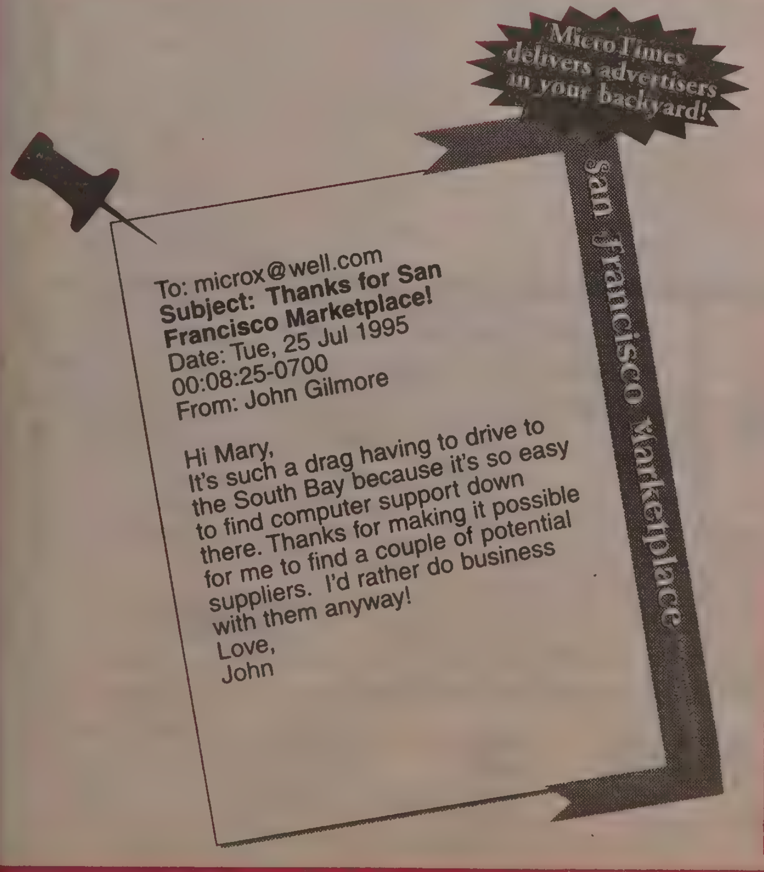
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Subject: Thanks for San Francisco Marketplace!
Date: Tue, 25 Jul 1995 00:08:25-0700
From: John Gilmore

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John

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S.F.

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Aug 19

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Pentium System 1

Pentium Triton Chipset Motherboard w/256K Pipeline Burst Cache
Intel Pentium CPU with Heatsink & Cooling Fan
Teac 1.44MB FD
8MB RAM Expandable to 128MB
850MB EIDE Hard Disk
PCI Enhanced IDE with 2-High Speed Serials, 1 Parallel Port
PCI Windows Accelerator Video Card with 1MB DRAM
Socos 14" NI Green 1024 X 768 0.28dpi Monitor
Mini Tower Case W/230w PS
101 Enhanced Keyboard
MS Compatible Mouse w/Pad

75MHz	$789
100MHz	$829
120MHz	$899
133MHz	$959
150MHz	$1059
166MHz	$1199

Multimedia Pentium 2

Pentium Triton-II VX Motherboard w/256K Pipeline Burst Cache
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Teac 1.44MB FD
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1.2GB EIDE Hard Disk
PCI Enhanced IDE with 2 High Speed Serials, 1 Parallel Port
PCI Windows Accelerator Video Card with 1MB DRAM
6X IDE CD-ROM
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30W Pair of Stereo Speakers
Mini Tower Case w/230w PS
101 Enhanced Keyboard
MS Compatible Mouse with Pad

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Adaptec 2940 SCSI Controller
PCI Enhanced IDE w/2 High Speed Serials, 1 Parallel
Diamond Stealth 64 Bit PCI w/1MB DRAM
Maxtech 15" Monitor
Mini Tower Case w/230W PS
Enhanced 104 Win 95 Keyboard
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Super Pentium System 4

Intel Endeavor Motherboard 256K Pipeline Burst Cache
Built-in Sound Blaster
Intel Pentium CPU
Heatsink & Cooling Fan
Teac 1.44MB Floppy Drive
16MB RAM 72pin 60ns EDO
1.6GB EIDE Hard Drive (10ms)
Toshiba 6X IDE CD-ROM
80W Pair of Stereo Speakers
Diamond Stealth 64 Bit Video Card with 2MB DRAM
MAG 1595 15" Monitor
Mini Tower Case with 230W PS
Keytronic 104 Win95 Keyboard
Microsoft Serial Mouse w/Pad

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100MHz	$1339
120MHz	$1399
133MHz	$1489
150MHz	$1589
166Mhz	$1759

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16MB RAM 72pin 60ns
2.1GB EIDE Hard Disk (10ns)
Diamond Stealth PCI Video Card w/1MB DRAM
NEC 15" XV+ Monitor
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Mini Medium Tower Case w/230w PS & Display
Keytronic 104 Win 95 Keyboard
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- Diamond Stealth 64 bit PCI w/1MB DRAM
- Toshiba or Teac 6X SCSI CD-ROM
- Diamond Medium Tower Case w/250W UL PS & Display
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- Microsoft Serial Mouse w/Pad

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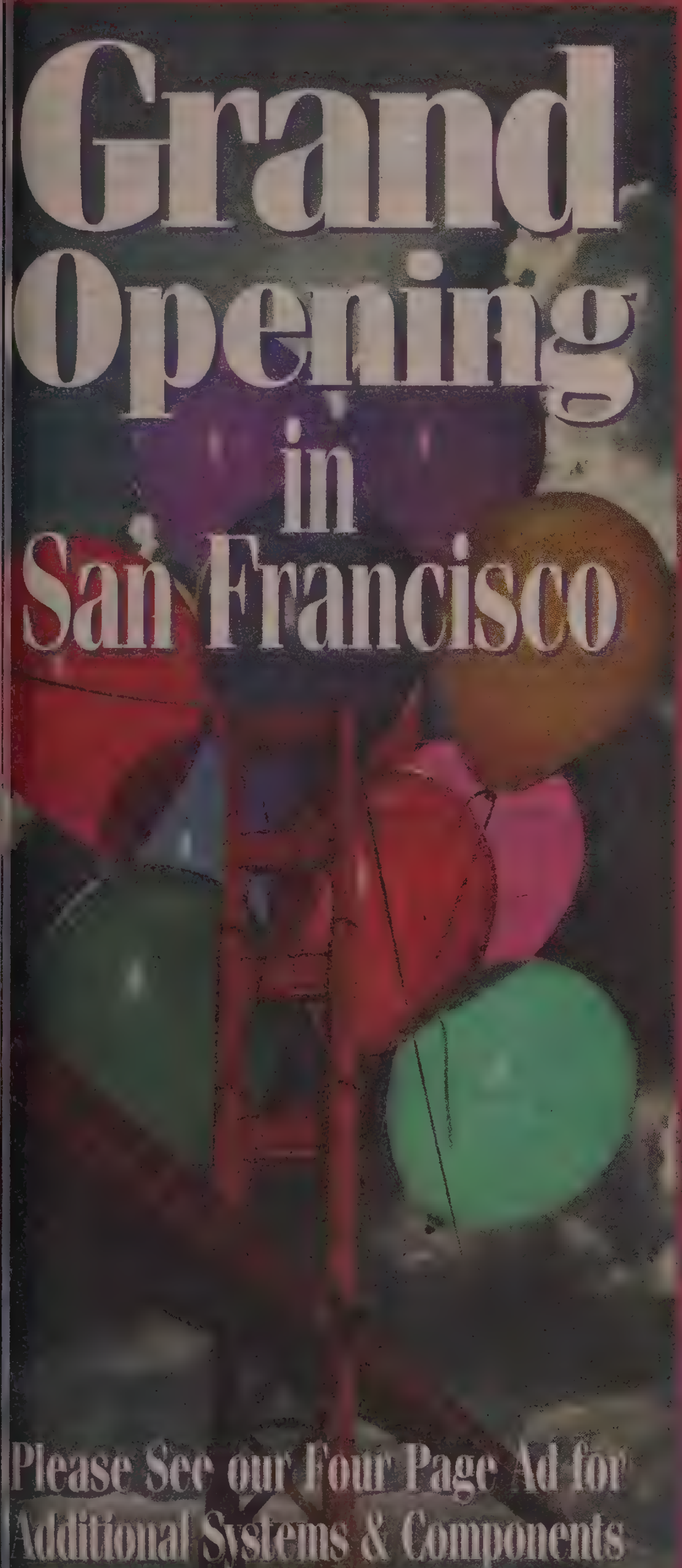

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intel inside

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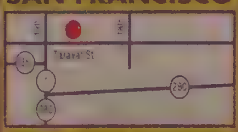

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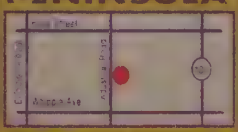

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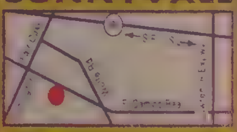

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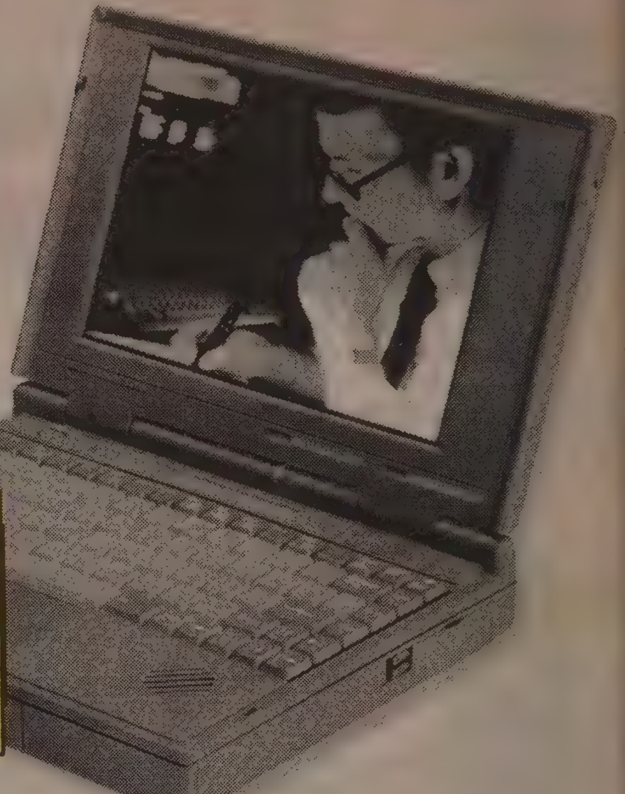

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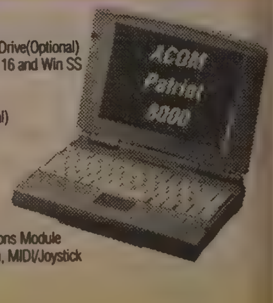

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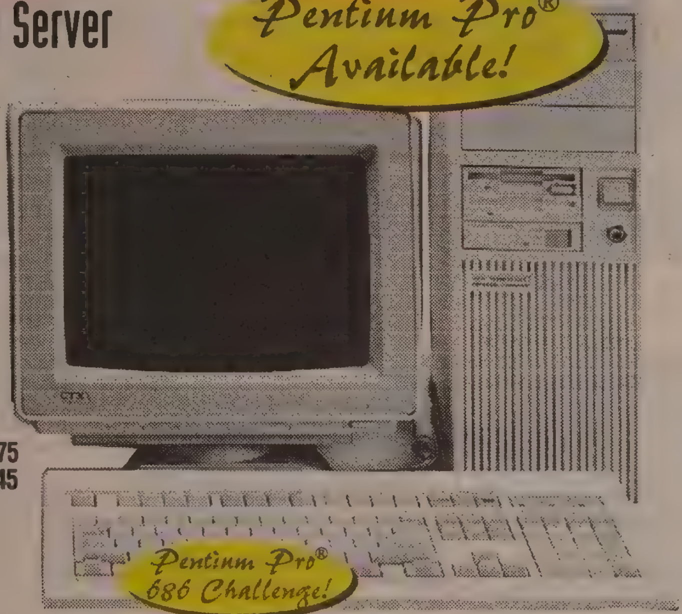

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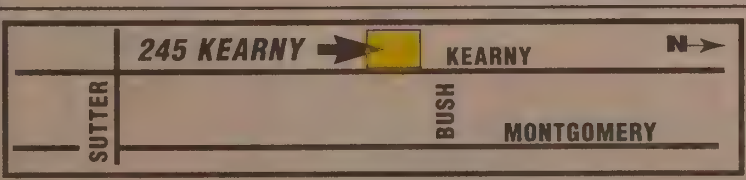

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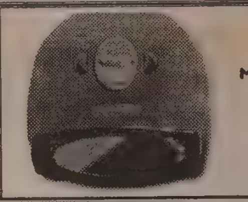

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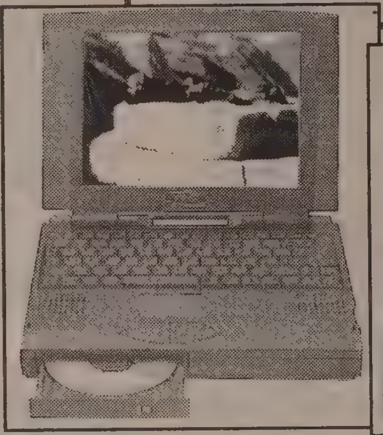

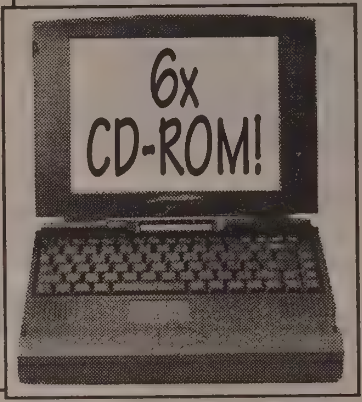

NP8600 MobileNote

- Internal 5.25" •6X CD-ROM
- Intel Pentium® Processor
- 1MB Video RAM •32 Bit PCI Local Bus Video
- PCI Local Bus HDD Controller
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- 64 Bit, 8MB RAM Exp to 40MB
- Removable 540MB Hard Drive (810MB, 1.3/2.1GB Opt)
- Suspend to HDD Feature
- 11.3 Dual Scan or 10.4"/12.1 Active Matrix 600x600 VGA Display
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- AA Size Keyboard for Easy Typing
- Microsoft Windows 95/CD Full Version
- Carrying Bag & AC Adapter
- Weight: 7.9lbs with Battery
- 11.81" W x 8.94" D x 2.13" H

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Pentium 75MHz	$1765	$1950	+125
Pentium 90MHz	$1800	$1985	+125
Pentium 120MHz	$1895	$2080	+125
Pentium 133MHz	$2005	$2290	+125

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Pentium 75MHz	$2094	$2320	$2760
Pentium 90MHz	$2280	$2500	$2810
Pentium 120MHz	$2380	$2590	$2910
Pentium 133MHz	$2480	$2690	$3010

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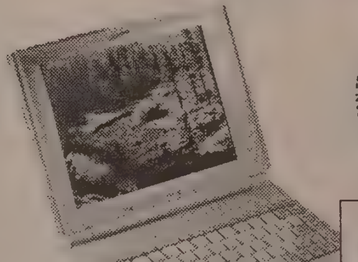

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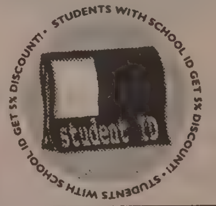
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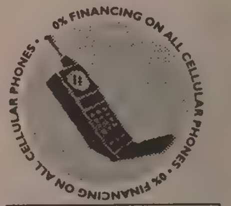
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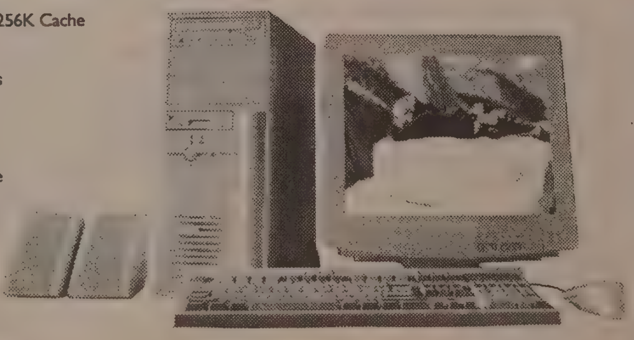

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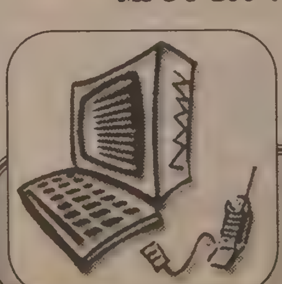

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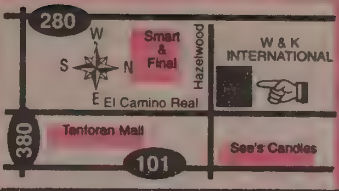

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NEW

P6 Aurora Power SCSI System

- Intel/AMI Flash Bios, Zif Socket 8, 3PCI , 3ISA, 1 Shared Slot
- Supports P150/180/200 CPUs
- Plug & Play Compliant
- Pentium Venus Pro P6 Notoma 440FX Chipset Motherboard
- Pentium® Pro 150/180/200 MHz Processor
- 256K Pipeline Burst Cache
- Intel Heat Sink & Cooling Fan/Alarm B/B
- 32MB 60ns 72 Pin RAM up to 128MB
- Quantum 2.1GB Wide Fast SCSI 8ms 7200rpm 1024KB
- Adaptec 2940UW Ultra Wide PCI SCSI Controller
- 2 Hi-Speed (16550 Fast UARTs) Serials & 1 Enhanced Parallel
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- Matrox MGA Millennium PCI 4MB Window RAM
- MPEG, Video Accelerator & MGA Real-Time 3D Graphics Video Card
- Nanao 17″ .26NI 1600x1200 66Hz Window 95 Plug & Play Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case 235W Power Supply
- Teac SCSI 6X Speed 135ms 900KB CD-ROM
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Pentium® Pro 180MHz	$4284
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**Windows NT 3.51 Server/Workstation-Add	$525/225

NEW

P6 Aurora Value System

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- Supports P150/180/200 CPUs
- Pentium Venus Pro P6 Notoma 440FX Chipset Motherboard
- Supports Pentium® Pro Processors 150/180/200MHz
- 256K Pipeline Burst Cache
- Intel Heat Sink & Cooling Fan
- 16MB 60ns 72 Pin RAM up to 128MB
- Seagate 2.14GB Enhanced IDE Hard Drive 10ms
- 2 Hi-Speed (16550 Fast UARTs) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5″ Floppy Drive
- Diamond Stealth 64 PCI 2MB VRAM up to 4MB Screaming 64 Bit Graphics
- Accelerator True 16 Million Colors
- Princeton Ultra 17+ 17″ .26NI 1280x1024 76Hz Window 95 Plug & Play Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case w/230W UL CSA Power Supply
- Toshiba 5602B IDE 8X Speed 145ms 1200KB CD-ROM
- Opti Wavetable PnP Sound Card
- Fly 120w 2-Way Amp Speakers
- US Robotic Sportster 33.6 V.34 S/R Fax Modem
- Family Entertainment CD Pack w/CD Stand Infopedia Encyclopedia 2.0, Zoo Explorers, American Talking Dictionary, Bodyworks 4.0

Pentium® Pro 200MHz	$3129
Pentium® Pro 180MHz	$3031
Pentium® Pro 150MHz	$2951
**Windows NT 3.51 Server/Workstation Add	$525/225
**Windows 95 w/ CD & Manual Add	$90

NEW

New P6 Aurora Economy System

- Intel/AMI Flash Bios, Zif Socket 8, 3PCI, 3ISA, 1 Shared Slot
- Supports P150/180/200 CPUs
- Pentium Venus Pro P6 Notoma 440FX Chipset Motherboard
- Supports Pentium® Pro Processors 150/180/200MHz
- 256K Pipeline Burst Cache
- Intel Heat Sink & Cooling Fan
- 16MB 60ns 72 Pin RAM up to 128MB
- Maxtor 1.3GB Enhanced IDE Hard Drive 12ms
- 2 Hi-Speed (16550 Fast UARTs) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5″ Floppy Drive
- Diamond Stealth 64 PCI 1MB DRAM Screaming 64 Bit Graphics
- Accelerator True 16 Million Colors
- Impression 15″.28NI 1280x1024 60Hz Digital Monitor
- Qtronix 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case 230w U1 CSA Power Supply
- Acer 685 IDE 8X Speed 185ms 1200KB CD-ROM
- Opti Wavetable PnP Sound Card
- Pontech 60W 2-Way Amp Speakers
- Supra 33.6 V.34 w/Voice S/R Fax Modem
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NEW

Marl Motherboard System

- Pentium® Processor 200MHz ATX System
- New "Marl" 82430HX PCI Chipset Motherboard
- R Processor-Based ATX Board
- PC '95 Compliant Including Winows
- Supports Universal Serial Bus
- Supports 75/90/100/120/133/150/166/200MHz
- 256KB Pipeline Burst SRAM Cache
- Supports Pentium® Processors 75/90/100/120/133/150/166MHz
- Heat Sink & Cooling Fan
- 256K Pipeline Burst SRAM Cache
- 16MB 60ns EDO RAM up to 128MB
- Western Digital 2.5GB Enhanced IDE 10ms Hard Drive
- 2 Hi-Speed (16550 Fast UARTs) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5″ Floppy Drive
- Matrox MGA Millennium PCI 2MB Window RAM
- MPEG, Video Accelerator & MGA Real-Time 3D Graphics Video Card
- NEC 17″ .28NI 1280x1024 60Hz Window 95 Plug & Play Monitor
- Keytronic 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case 230W U1 CSA Power Supply
- Toshiba 5602B IDE 8X Speed 145ms1200KB CD-ROM
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- Microsoft 95 w/CD & Manual

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Pentium® 150MHz	$2858
Pentium® 133MHz	$2770
Pentium® 120MHz	$2695
Pentium® 100MHz	$2644
Pentium® 90MHz	$2643
Pentium® 75MHz	$2593

NEW

New Marl Motherboard System

- Pentium® Pro Processor 200MHz ATX System
- New "Marl" 82430HX PCI Chipset Motherboard
- R Processor-Based ATX Board
- PC '95 Compliant Including Windows
- Supports Universal Serial Bus
- Supports 75/90/100/120/133/150/166/200MHz
- Pentium® Processors 75/90/100/120/133/150/166MHz
- 256KB Pipeline Burst SRAM Cache
- Heat sink & Cooling fan
- 16MB 60ns EDO RAM up to 128MB
- Fujitsu 1GB Enhanced IDE 10ms Hard Drive
- 2 Hi-Speed (16550 Fast UARTs) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5″ Floppy Drive
- Diamond Stealth 64 PCI 2MB DRAM Screaming 64 Bit Graphics
- Artmedia 15″ .25NI 1280x1024 60Hz Windows 95 Plug & Play Monitor
- Qtronix 104 Windows 95 Keyboard
- Logitech Mouseman 3-Button PS-2 Mouse
- Deluxe ATX Form Medium Tower Case 230W U1 CSA Power Supply
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Microsoft 95 w/CD & Manual

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Pentium® 133MHz	$1891
Pentium® 120MHz	$1816
Pentium® 100MHz	$1766
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NEW

New Power IDE Multimedia

- New Intel Pentium® 82430FX Chipset Motherboard
- PC '95 Compliant Including Windows 95Ready Plug & Play
- 256KB Write Back Cache up to 512KB
- Supports EDO Memory & New Pipeline Burst Cache
- Supports Pentium® Processors 75/90/100/120/133/150/166MHz
- 256KB Pipeline Burst SRAM Cache
- Heat sink & Cooling fan
- 16MB 60ns EDO RAM up to 128MB
- Western Digital 1.2GB Enhanced IDE 10ms Hard Drive
- 2 Hi-Speed (16550 Fast UARTs) Serials & 1 Enhanced Parallel
- Mitsumi 1.44MB 3.5″ Floppy Drive
- Diamond Stealth 64 PCI 2MB DRAM Screaming 64 Bit Graphics
- Accelerator True 16 Million Colors
- Impression 15″ .28NI 1280x1024 60Hz Digital Monitor
- Keytronic 104 Window '95 Keyboard
- Microsoft Mouse
- Deluxe Medium Tower Case w/230W Power Supply
- Creative Lab IDE 8X Speed 180ms 1200KB CD-ROM
- Crystal 16 Bit Sound Card
- Yamaha OPL31S Chipset, Supports MIDI Keyboard
- Pontech 80W 2-Way Amp Speakers

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Pentium® 120MHz	$1728
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NEW

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- 256KB Pipeline Burst SRAM Cache
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- Western Digital 850MB 10ms IDE Hard Drive
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- New '95 CD Pack-Microsoft Windows 95 Compatible
- 1995 Grolier's Multimedia, The Animal, US Atlas, World Atlas, The Chessmaster, 4000 Turbo, Mavis Beacon Teaches Typing
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Pentium® 133MHz	$1421
Pentium® 120MHz	$1346
Pentium® 100MHz	$1296
Pentium® 90MHz	$1295
Pentium® 75MHz	$1244

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- PCMCIA Type III & II Slots
- 11.3″ Dual Scan, 10.4″ or 12.1″ Active Matrix
- 32 Bits PCI Bus Controller w/Windows Accelerator 2MB
- Built-in 4X CD-ROM
- 16 Bit Sound Card w/FM Synthesizer
- Built-in Microphone & 2 Speakers
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P133/540MB	$2405	$2680	$3120
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Extra AC Adapter/Car Adaptec	Add $85/100
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UNIX *continued from page 66*

with an operating system patch from the vendor or an out-and-out hack.

This, of course, is causing some friction between the Domainians and the Ipites (most of whom are also Domainians), because IP addresses were already in short supply and it seems foolish to feed the demand for them. This situation bears watching.

A Happy Development

The real point of this letter, however, is a more recent discovery made only after we had worked with the Domainians for many months.

With some trepidation, they have revealed to us the presence of a "root" domain above all top-level domains. Its presence is assumed by all other domain names, but its name is never written. Indeed, some Domainians insist that it is unnamed, but others have told us that it is called "." and pronounced "dot"!

Naturally we believe that the presence of a root domain named "." gives your majesty sovereignty over all of Domainia.

As always I remain,
Yr. Humble Servant ■

> There are two kinds of top-level domains (or TLDs): geographical and organizational. There are only seven organizational top-level domains: com, edu, gov, int, mil, net, and org.

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RESOURCES:

General Info about DNS:
http://www.dns.net/dnsrd/docs/

Domain Name Registration:
http://www.ds.internic.net

Domain System RFC's:
RFC 1034: Domain Names–Concepts and Facilities
ftp://rs.internic.net/rfc/rfc1034.txt
RFC 1035: Domain Names–Implementation and Specification
ftp://rs.internic.net/rfc/rfc1035.txt
RFC 1101: DNS Encoding of Network Names and Other Types
ftp://rs.internic.net/rfc/rfc1101.txt
(updates RFCs 1034 and 1035)
RFC 1591: Domain Name System Structure and Delegation
ftp://rs.internic.net/rfc/rfc1591.txt

Online Networking Opportunities *continued from page 112*

> NO MATTER WHAT YOUR EXPERTISE, IT IS ALWAYS HELPFUL TO GET YOURSELF PUBLISHED IN RELATED TRADE JOURNALS. DURING THE YEAR THAT I HUNG OUT ON AOL'S SIGS, I WAS BEING PUBLISHED CONSTANTLY IN A COMPUTER MAGAZINE DIRECTLY RELATED TO THE WORLD OF BBSES.

to "join" the forum in order to use the attached library and message areas. Others, however, automatically add your name to their list and will send you mail announcing up-and-coming events.

Get to know the sysops in charge of the forums. If you make contact with one of them through email and tell them a little bit about your background, they may decide to schedule you to head a conference. Some topic areas have only one conference room, while others may have two or three. Usually, in any one of these conference areas, there is a sysop as well as a moderator leading a discussion (this differs from the scheduled celebrity chats). During these types of information sessions, it is usually OK to say something about your business or product. But, you should wait for the moderator to give you the go-ahead.

Additionally, during conferences, private messages may be flashed to you requesting more details about what you do. You should also upload either text or copy of one of your products in the adjoining library or message area. Therefore, when questioned, you can refer the questioner where to go to download further information. This can mean the difference between making or not making a sale. Also, you may offer to send a copy to him via email.

No matter what your expertise, it is always helpful to get yourself published in related trade journals. During the year that I hung out on AOL's SIGs, I was being published constantly in a computer magazine directly related to the world of BBSes. I mentioned to this another user one night and he responded with, "Oh yes, I just finished reading your article." Make yourself visible by being active offline as well, and it will be an extra edge in closing sales with online users.

Besides topic/specialized related forums and conferences, there may also be opportunities to interact by attending sessions with well-known celebrities in related fields. When you log on in the evenings, most systems have an area which lets you know what conferences are happening. This offers an opportunity to hop in and listen for a few minutes.

Information system forums have active library sections and message areas. Make sure to familiarize yourself with both. Add your own contributions frequently.

This, of course, doesn't begin to cover the creative ways to use the available options on these systems. Talk to other users whenever possible and share ideas. Also make sure to talk over the established rules so you don't put your account in jeopardy.

Next month, we will jump on the Internet. ■

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133MHz	$1425
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- 850MB IDE Hard Drive
- Local Bus IDE Controller
- 14" SVGA Monitor .28dp NI
- Local Bus Video Card w/1MB
- 101 Keyboard
- Mini Tower Case
- Windows 95
- Serial Mouse w/Pad
- 6X CD ROM Drive
- 16 Bit Sound Card
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16550 VLB Controller w/2S/1P/1G	$45
NCL 538 Controller	$50
NCL 539 Controller	$50
Trident SVGA w/1MB	$75
Trident VLB SVGA w/1MB	$85
Trident PCI w/1MB	$75
Diamond Stealth PCI w/1MB	$105
Adaptec 2940 PCI SCSI Controller	$225
SMC Combo Ethernet Card	$119
SMC 10BaseT Card	$109

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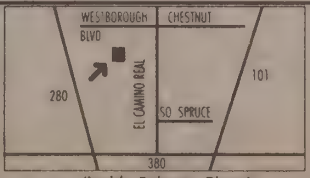

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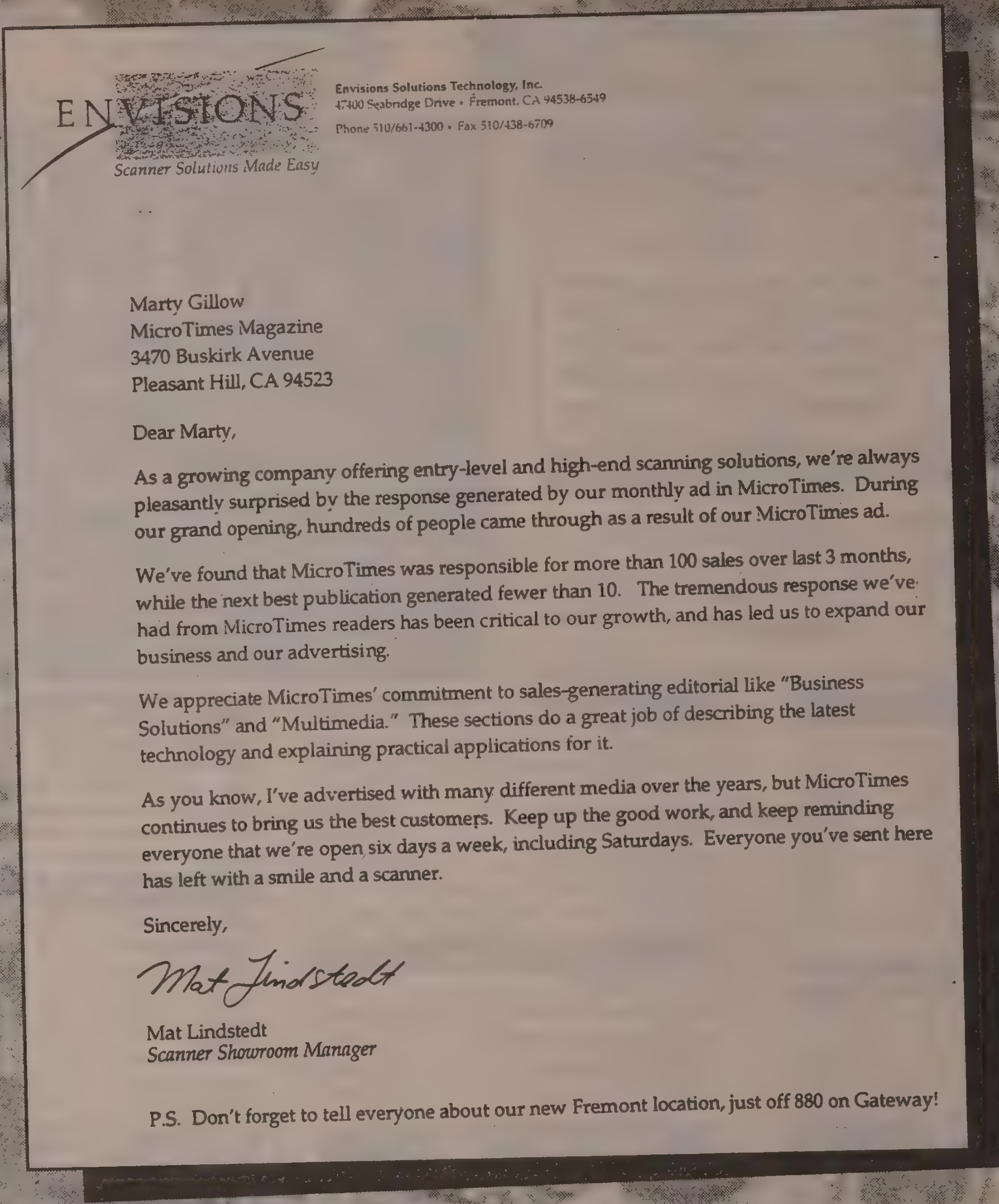

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Marty Gillow
MicroTimes Magazine
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Sincerely,

Mat Lindstedt

Mat Lindstedt
Scanner Showroom Manager

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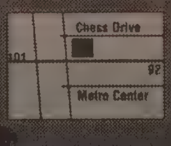

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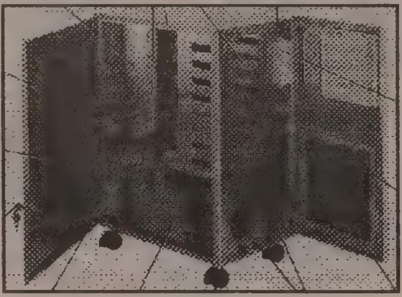

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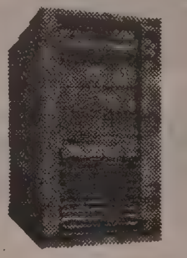

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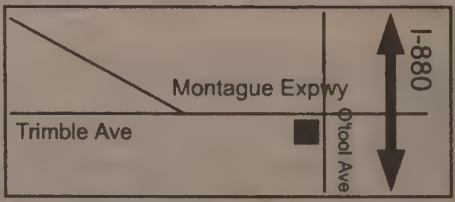

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MICROTIMES At Home

SMALL OFFICE/HOME OFFICE, FAMILY, AND ONLINE COMPUTING

The back to school season is a natural cycle for planned purchasing for many families. It also marks the beginning of the largest purchasing period for the year, the fourth quarter. Families are gearing up to prepare for the coming school year and small offices and home offices are planning for the peak time of the business year. With many adjusting to technology and the computer age, computers and computer products are at the top of the list for many. To capture this opportunity, *MicroTimes* magazine is proud to present *MicroTimes At Home.*

This special issue is a separate publication designed to help your company take advantage of this seasonal peak. This publication will consist of 150 pages for both Northern and Southern California editions and will be similar to the current construction of *MicroTimes*, although this perfect-bound version will feature an **80 pound slick glossy cover** with our regular newsprint interior.

Circulation

A total of 180,000 issues will be printed for this special edition. This total will be divided evenly among the Northern and Southern California markets, each zone receiving 90,000 issues for a controlled distribution.

Distribution

Targeted readers will be reached through a planned distribution consisting of some of *MicroTimes'* current distribution points; however, the main distribution of this special issue will focus on new stops that target the small office/home office, family, and online computer users. Targeted stops include:

- Selected demographic distribution points
- Schools and universities (public and private)
- Children's clothing stores, music stores, day care centers, video stores, video game parlors, funzones, and toy stores

Additionally, distribution stops are planned in cooperation with local-parent magazines. This special issue will utilize these stops to further the success of targeting the audience for small office/home office, family, and online computing.

Editorial Focus

This issue will concentrate on small office, home office, family and online computing in the present and through the next century. The editorial focus for this special issue will be divided into these three major themes broken down as:

Small Office/Home Office Computing

- Best buys and recommendations to make your office function at peak efficiency.
- Small office/home office computing—What's new and what's on the horizon.
- Telecommuting and connectivity.

Family Computing

- Buying a computer for your home.
- Best educational software.
- Best buys and why you need a computer for your family.

Online Computing

- Family online and the family online guide.
- What works, what's new, and what's valuable to you and your family.
- How to get online and why you need to be online.

Editorial's goal is to focus on educating and updating the small office/home office, family, and online computer user.

Promotion

Promotion for this special issue will begin in June, 1996. Planned promotions will utilize:

Rack Cards
MicroTimes Home Page Announcements
Bill Stuffers/Direct Mail
Advertisements in MicroTimes
Fax Broadcasts
Email News

Deadlines

MicroTimes At Home is scheduled to distribute in the final week of August. The deadlines are as follows:

Space Confirmation *7/26/96*
Camera Ready Materials *8/2/96*

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Small Office/Home Office

continued from page 87

and Multilingual Mosaic to see them as well as standard Web sites.

There is also included a viewer which will show any of the supported languages. It will, that is, if they were created using Accent or an Accent product like their Mailpad. Accent provides a hotlist of interesting pages in various supported languages. My current favorite is "Mad na Web," a Brazilian tribute to *Mad Magazine* (*http://www.iis.com.br/~barreto/mad.htm*).

Whether you are typing in a language that uses the Roman alphabet or one of the elegant languages of South Asia, UniType will provide a font with the characters you need.

You can compose in these languages and post them to the Web. I was able to build a brief Web page in Hebrew in about a half an hour with Multilingual Pub-lisher, the HTML authoring tool which allows you to work in any (or all) of the supported languages. Once again, the person who wishes to view the result must have a viewer.

I called Accent to find out how it works. It is not easy to catch the publicist for a corporation based in Jerusalem when he works in California—he was off to meet the Accent executives in New York—but this is what I gather. The Accent Web site will allow you to download the various Accent products and to use them for ninety days without charge. Then you must pay. This seems to mean that people on the Web will eventually have to buy Multilingual Mosaic from Accent in order to view the Web sites you have created with Multilingual Publisher. How many people would be willing to spend their money to look at your site? If I were Accent, I would consider making Multilingual Mosaic available for free, in order to create a market for the MultiLingual Publisher web site authoring tool.

NJWin

Chinese, Japanese and Korean are particularly difficult languages in which to write. Korean is the simplest—a brilliant king created an alphabet in which Korean is written phonetically. Chinese is the most difficult: tens of thousands of characters are in use in sophisticated Chinese, and many of them exist in both a traditional and a simplified form. Japanese is halfway between. A subset of the Chinese characters is used (called Kanji) along with two different phonetic syllabaries (called kana). All of these writing systems have taxed those who create fonts. Chinese has several different encoding systems; Japanese at least two.

If you read any of these languages, you have probably been frustrated when you see strings of bizarre ASCII symbols where there should be characters. The problem: you need a translator program that will display characters when it sees the codes.

The solution: a particularly attractive shareware program called NJWin which is available for download on the Internet from Hongbo in Australia. When you unzip it and load it, it allows you to choose which of the coding systems you want to use, and for which language. Then whenever the codes are displayed in any program, NJWin will convert them to characters. It is extraordinary to watch.

You will be able to see Web pages created in Japan, Korea, and Chinese-speaking countries as their designers intended them to be seen. You will also be able to use NJWin with other kinds of Internet connections. A visiting Chinese scholar took me by Gopher to the libraries of some Taiwanese universities. With NJWin running, I saw the libraries' Gopher sites in Chinese.

Alas, NJWin is "read-only." You can look at things in these East Asian languages, but you cannot compose in them with NJWin. If you like, though, Hongbo will be glad to sell you their NJSTAR Word Processor for Chinese and Japanese. Get in touch with them by email or visit their web site for details. ■

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AMIGA BOY

continued from page 264

ROLL YOUR OWN

Much of the differences in system prices can be attributed to what components are used (i.e., hard drive, CD-ROM, RAM, SCSI controller, etc.). Thus, depending on how comfortable you are adding computer components, you can potentially save a lot of money by buying a bare-bones system—the ultimate bare-bones system would be just a motherboard. You may already have a hard drive, CD-ROM, CPU case, etc. that you can use, just lying around collecting dust. You might also have a good source for getting such items at a discounted price. Tremendous deals can be had for RAM these days. Do not forget the used market too—check the Internet!

The next generation Alpha is rumored to be four times faster (at the same clock rate), with even faster clock rates being hinted at. Plus, DeskStation is readying multiple-Alpha CPU machines. I get SCARED just thinking about it.

Personally, I bought my machine without a video card, hard drive, or CD-ROM. I intended to share my external CD-ROM between my A4000 and Alpha, but I picked up a brand new 2.4X SCSI drive for $59. I already had two 1GB drives I wasn't using and I ordered the video card through my favorite mail order house.

WHAT ABOUT THE P6?

So what about the Intel P6 (PentiumPro)?

From the reports I've seen, the 200MHz version is a bit faster than the 275MHz 21064. However, the current 21164 EV56 Alpha is more than twice as fast. A dual P6 may seem to level the playing field, but this is a case where one plus one does not equal two. To take advantage of the second CPU, applications must be written (LightWave isn't) so that operations are internally broken up into sub-tasks (called multi-threading), which are divided up between the CPUs by the OS.

Notwithstanding this, you never get 100% efficiency from the second CPU with a single multi-threaded application. In fact, it can be significantly less. It depends on how well the program was written and what you are doing in the application.

Now you could run two instances of the same application on each processor (e.g., ScreamerNet). However, the required RAM would be doubled since each processor requires its own. Also, although this is great for rendering, it obviously will not help you much in the modeling process, since you usually won't benefit too much by running two instances of Modeler.

Admittedly, you give up a lot of Intel compatibility with an Alpha, and the P6 systems are much cheaper, but I was looking for pure speed and the upcoming "Intel-emulating" software FX!32 should help bridge the gap. The release of FX!32 is suppose to coincide with the release of Windows NT 4.0 sometime this year.

If you think that Intel is catching up, think again. A 433MHz 21164 EV56 is expected in mid-1996, and a 500MHz version will be available by the end of the year. The next generation Alpha is rumored to be four times faster (at the same clock rate), with even faster clock rates being hinted at. Plus, DeskStation is readying multiple-Alpha CPU machines. I get scared just thinking about it.

THE WINNER IS...

It was a difficult decision, but I eventually decided on a DeskStation Raptor Reflex 333MHz 21164 EV56. I paid a little premium for this machine, but I wanted the cooler-running EV56 and I liked the fact that DeskStation does its own R&D. The three-year warranty and the fact that a local dealer, T. S. Computers, could provide any required service was appealing. The seven PCI slots, including five full-length ones, was also a selling point. This could be very important if I ever decided to add the (huge) DPS Perception card.

NETWORKING

If my A4000 wasn't completely full, I would have set up an Ethernet LAN between it and the Alpha. So, since I already had a 270MB removable Syquest hooked to my Amiga, I just picked up another one for the Alpha. Through the Internet I was able to score a brand new one for a mere $225, including one cartridge! Using CrossDOS on the Amiga side, I can share IBM-formatted cartridges between the two machines. Iomega's Jaz drives would have been a better—but more expensive—option. Incidentally, I'm sharing a Zip drive between the two machines.

ALL SET

I think I'm all set (for now). I've got one of the fastest 3D-rendering machines around and one of the best non-linear video editing machines. Now that you can render to Flyer clips with non-Amiga LightWave 3D, the marriage of Alpha and Amiga is one made in heaven. I'll keep you posted.

Incidentally, the guy who bought my A3000 added nine gigabytes of storage and uses it as an audio editing workstation with a Sunrize 516. He loves it and is considering buying another. Although I cherish my A4000, I still miss that 3000. Oh well. It's nice to know that a six-year-old computer can still kick butt. ■

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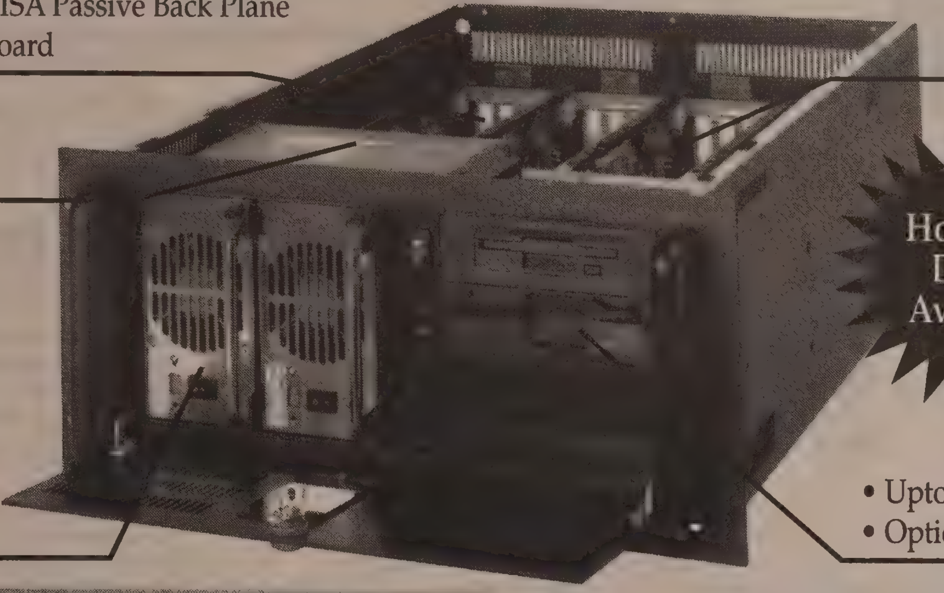

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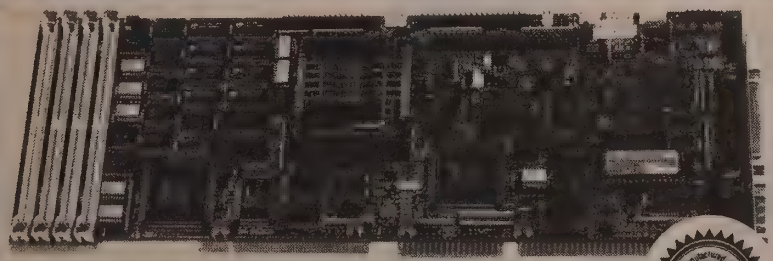

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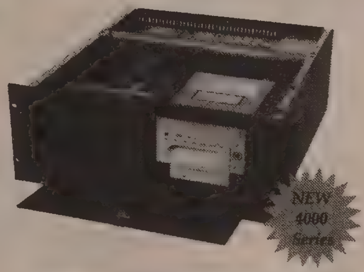

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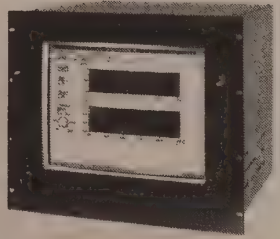

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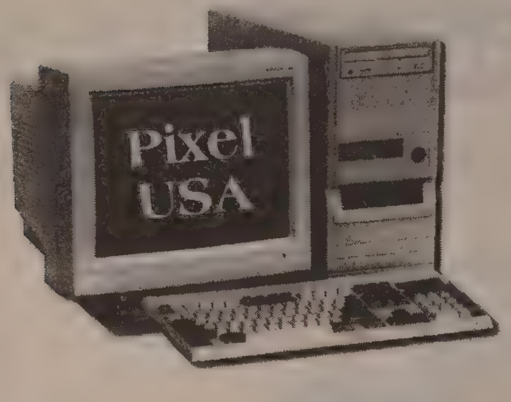

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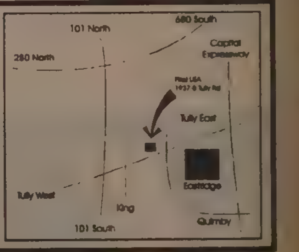

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Fire GL Professional 3D CAD PCI (Retail Box)	$Call
Other	$Call

SPiDER Graphics, Inc.

LynX264 PCI w/ 1Mb	$43
Spider 256 VLB w/ 1Mb	$48

ATI TECHNOLOGIES INC.
Perfecting the PC

Graphic XPression PCI 2Mb Dram (OEM)	$98
Graphic XPression PCI 2Mb Dram (Retail Box)	$128
Graphic Video XPression PCI 2Mb Dram (Retail Box)	$158
Graphic Win Turbo PCI w/ 2Mb Vram (Retail Box)	$228
Graphic Pro Turbo PCI w/ 2Mb Vram (Retail Box)	$248
Graphic Pro Turbo PCI w/ 4Mb Vram (Retail Box)	$378

matrox

MGA Millenium PCI 2Mb (Retail Box)	$248
MGA Millenium PCI 4Mb (Retail Box)	$368
2Mb WRAM for MGA Millenium upgrade	$138
4Mb WRAM for MGA Millenium upgrade	$258
2Mb WRAM for MGA Millenium upgrade	$368
Other	$Call

Number Nine
Computer Corporation

9FX Motion 771 PCI w/ 2Mb (Retail Box)	$278
Imagin 128 PCI w/ 4Mb (Retail Box)	$538
Imagin 128 1600 PCI w/ 4Mb (Retail Box)	$798
Imagin 128 Pro PCI w/ 8Mb (Retail Box)	$1,278

MONITORS

Panasonic

NEW PANASONIC WARRANTY
☒ 3 Year Parts/Labor & Handling
☒ 3 Year CRT
☒ 1 Year On-Site Replacement
Warranty handled directly by Panasonic only and on models C1591E, PANAMEDIA17 and C2192P only.

17" Panamedia (1280 x 1024) .27 w/ Speakers	$698

Acer

14" 34T (1024 x 768) .28 NI	$238
15" 56E (1280 x 1024) .28 NI w/ Digital Control	$338
17" 76I (1280 x 1024) .28 NI w/ Digital Control	$598

NEC

15" NEC XV15+	$478
15" NEC M-500	$528
17" NEC XV17+	$788
17" NEC M700	$848
21" NEC XE21	$Call
21" NEC XP21	$Call

SONY.

15" Sony 15SX-1	$388
15" Sony 15SF-2	$468
17" Sony 17SF-2	$748
17" Sony 17SE-2T	$948
20" Sony 20SF-2	$1,598

MAG INNOVISION

15" DX15-95	$358
17" DX17-95	$618
17" DX17-T	$688
17" MXP 17F	$778
17" MX21F (1600 X 1280) .26 NI	$1,458

ViewSonic

15" 15GA	$458
17" 17GS	$618
17" 17GA	$688
17" 17PS (1600 x 1280) .25	$728
20" 20G (1600 x 1280) .28	$1,128
21" 21PS (1600 x 1280) .25	$1,598

INTERFACE CARDS

Parallel Card	$8
IDE ISA 2HD, 2FD, 2s, 1p, 1g	$10
EIDE VLB 4HD, 4FD, 2s, 1p, 1g (16,550)	$16
Tyan 1342 IDE VLB 4HD, 4FD, 2s, 1p, 1g (16,550)	$23
Buslogic BT-930C Flash Point PCI SCSI-2 w/ kit (Retail Box)	$118
Western Digital 7193RTL PCI SCSI-2 (Retail Box)	$78

DATA TECHNOLOGY CORPORATION

2280E EIDE ISA 2HD & 2FD 2s (16,550), 1p, 1g	$23
2278D EIDE VLB 4HD & 2FD 2s, 1p, 1g	$18
2278E EIDE VLB 4HD & 2FD 2s, 1p, 1g (16,550)	$28
2278EB EIDE VLB 4HD & 2FD 2s, 1p, 1g (w/BIOS)	$38

adaptec

2940 Ultra PCI SCSI-2 w/ kit (OEM)	$168
2940 PCI SCSI-2 w/ kit (Retail Box)	$218
AHA-2842A-Kit (Retail Box)	$235
AHA-2940-Kit (Retail Box)	$238
AHA-2940UW-Kit (Retail Box)	$278
AHA-3940U-Kit (Retail Box)	$388
AHA-3940UW-Kit (Retail Box)	$448
AHA-3985-Kit (Retail Box)	$688
AHA-3985W-Kit (Retail Box)	$758

HARD DISKS

CONNER.

1.08GB EIDE PIO:4 (CFS-1081A)	$168
1.2GB EIDE PIO:4 (CFS-1275A)	$178
1.6GB EIDE PIO:4 (CFS-1621A)	$208

WESTERN DIGITAL

1.2 Gb EIDE 10ms (WD-21200) PIO:4	$198
1.6 Gb EIDE 10ms (WD-31600) PIO:4	$228
2.1Gb EIDE 12ms (WD-32100) PIO:4	$288
2.5 Gb EIDE 12ms (WD-32500) PIO:4	$338

Maxtor

1.3GB EIDE 12ms (71336A) PIO:4	$188
2.0GB EIDE 12ms (72004A) PIO:4	$258

HEWLETT PACKARD

1.6GB EIDE 12ms (HP-5271A)	$248
2.1GB SCSI-II 8.9ms (HP-3725S)	$398

FLOPPY DRIVES

1.44Mb (Mitsumi)	$22
1.44Mb (TEAC) White	$25
1.2Mb (Panasonic)	$28
1.2Mb (TEAC) White	$38
1.2Mb (TEAC) Black	$23
1.2MB & 1.44MB Combo (TEAC)	$83

CD-ROM DRIVE

Mitsumi FX-600 6X (IDE)	$68
Mitsumi FX-800 8X (IDE)	$98
Acer 665A 6X (IDE)	$68
Acer 685A 6X (IDE)	$98
Toshiba 5502B 6X (IDE)	$88
Toshiba 5602B 8X (IDE)	$128
Toshiba-5401B 4X (SCSI-2)	$128
Teac 56E 6X (IDE)	$78
Teac 58E 8X (IDE)	$128
Teac 56S 6X (SCSI-2)	$168
6Plex 6X (SCSI-2)	$268
8Plex 8X (SCSI-2)	$368

HEWLETT PACKARD

HP SureTore CD-Writer 4020i	$798

CASE & POWER SUPPLY

External Half-Height SCSI Case (3.5") with 40 Watts	$58
External Half-Height SCSI Case (5.25") with 40 Watts	$58
External Full-Height SCSI Case (5.25") with 65 Watts	$88
Mini Tower Case + 230 watts P.S	$28
DeskTop AT Case + 230 watts P.S	$38
Super Mini Tower Case + 230 watts P.S	$43
Mid Tower Case + 230 watts P.S	$53
Full Tower Case + 230 watts P.S	$73
ATX Tower Case + 235 watts P.S	$98
Super File Full Tower Case + 300 watts P.S (w/ 4 Wheels)	$158
Diablo DeskTop AT Case + 250 watts P.S (Quite Fan)	$88
Diablo Super Mini Tower Case + 250 watts P.S (Quite Fan)	$88
Diablo Super Full Tower Case + 250 watts P.S (Quite Fan)	$128
Diablo Super Mini ATX Tower Case + 235 watts P.S	$148

MODEMS

Modem & Fax 28.8 V.34 (internal)	$83
Supra Express 28.8 V.34 w/ Voice P&P (internal)	$98

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The Intelligent Choice in Data Communications

Sporter Win-Modem & Fax 28.8 V.34 (Internal)	$108
Sporter Modem & Fax 28.8 V.34 (Internal)	$148
Sporter Modem & Fax 28.8 V.34 (External)	$168
Sporter Modem VI & Fax 28.8 V.34 w/ Voice (Internal)	$168
Sporter Modem VI & Fax 28.8 V.34 w/ Voice (External)	$198

MICE

LOGITECH

2 Buttons Serial	$6
3 Buttons Serial	$13
Dexxa Serial	$13
MouseMan Serial	$23
TrackMan Vista Serial	$38
TrackMan Combo Serial (Retail Box)	$58
CyberMan 3D Controller (Retail Box)	$48
WingMan Joystick (Retail Box)	$18
WingMan Joystick Extreme (Retail Box)	$28

Microsoft

Microsoft Natural Keyboard	$53
Microsoft Serial Mouse (Ergonomic) PS2 & Serial	$33
Microsoft Serial Mouse (Ergonomic)	$23
Microsoft PS-2 Mouse (Ergonomic)	$28
MS-DOS 6.22 (Disketts & Manual) *	$35
Windows 3.11 (Disketts & Manual)	$45
Windows 3.11 FWG (Disketts & Manual)	$55
Windows 95 on CD (CD & Manual)	$88
Windows NT for WorkStations Version 3.5	$145
Windows NT for Server Version 3.5	$458
Microsoft Office 95 Professional on CD	$198

All Microsoft Products sell with the system only

ACCESSORIES

Conner 420Mb Tape Back-up w/ Tape (Retail Box)	$118
Conner 800Mb Tape Back-up w/ Tape (Retail Box)	$148
Conner 1.7GB Tape Back-up w/ Tape (Retail Box)	$198
Conner 3.2GB Tape Back-up w/ Tape (Retail Box)	$238
Speakers 4 Watts	$3
Speakers 25 Watts	$18
Speakers 100 Watts	$38
Speakers 160 Watts (New Style)	$43
Speakers 260 Watts	$53
Speakers 300 Watts	$58
Yamaha YST-M5 (3 Watts per channels)	$38
Yamaha YST-M15 (10 Watts per channels)	$73

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Sound Blaster 16 P&P (OEM)	$65
Sound Blaster Value IDE 32 P & P (Retail Box)	$158
Sound Blaster Value IDE AWE32 P & P (Retail Box)	$238
Phone Blaster w/ Speaker (Retail Box)	$138
Sound Blaster CD 8X (Retail Box)	$198
Sound Blaster Value CD 4X (Retail Box)	$228
Sound Blaster Discovery CD 8X (Retail Box)	$338
Sound Blaster Performance 8X (Retail Box)	$428

KEYBOARDS

Mitsumi 104 Enhanced Keys	$13
Keytronic 104 Enhanced Keys (Windows 95)	$23
Focus 2004 101 Enhanced Keys (Windows 95)	$33
Focus P9000 Click w/ Calculator	$38
Liteon SK-6000 w/o Touch Pad	$38
Liteon SK-6000 w/ Touch Pad	$58

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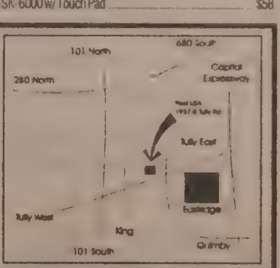

Price, term, availability subject to change without notice. Some items are limited quantity. Not responsible for typos. Cash discount applies to currency only (not checks, money order or credit cards).

Resources

Calendar Of Events

Conferences, Shows, Special Events

July

July 20 How to Get Up and Running On The Internet And World Wide Web. Hotel Nikko, San Francisco. The Learning Annex and MicroTimes. Contact: (415)788-5500, ext. 1003.

July 20–21 MarketPro Computer Shows & Sales. Community Center, Oxnard. MarketPro. Contact: 1-800-708-7555.

July 21 MarketPro Computer Shows & Sales. Scottish Rite Center, Sacramento. MarketPro. Contact: 1-800-708-7555.

July 22–25 UNIX Security Symposium Focusing On Applications Of Cryptography. San Jose. USENIX Association. Contact: (714)588-8649 or *conference@usenix.org* or *http://www.usenix.org* .

July 27 MarketPro Computer Shows & Sales. Kern County Fairgrounds, Bakersfield. MarketPro. Contact: 1-800-708-7555.

July 27 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

July 28 MarketPro Computer Shows & Sales. Solano Co. Fairgrounds, Vallejo. MarketPro. Contact: 1-800-708-7555.

July 28–30 Spotlight: An Executive Conference Directing The Future Of Interactive Media. Laguna Niguel. Infoworld. Contact: 1-800-633-4312.

August

August 3 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

August 4 Computer, Ham Radio, Electronics Swap. Las Positas College, Livermore. Livermore Amateur Radio Klub. Contact: (510)447-3857 (eve.) or (510)783-2803 (day).

August 4 MarketPro Computer Shows & Sales. Centre Plaza, Modesto. MarketPro. Contact: 1-800-708-7555.

August 7–10 MACWORLD Expo Conference. Boston. Contact: 1-800-645-EXPO or *http://www.mha.com/macworldexpo* .

August 7–10 Online Networking Expo And Internet Service Provider Convention. San Francisco. Boardwatch and ONE Inc. Contact: Peg Coniglio, (303)693-5253 or *http://www.one.ispcon.com* .

August 10 MarketPro Computer Shows & Sales. Civic Auditorium, Stockton. MarketPro. Contact: 1-800-708-7555.

August 11 MarketPro Computer Shows & Sales. Sonoma County Fairgrounds, Santa Rosa. MarketPro. Contact: 1-800-708-7555.

August 17–18 MarketPro Computer Shows & Sales. Scottish Rite Center, Sacramento. MarketPro. Contact: 1-800-708-7555.

August 17–18 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

August 18–23 SCO Forum '96. University of California, Santa Cruz. Contact: (408)425-7222 or *http://www.sco.com* .

August 19–21 Illustrator Conference. San Diego. Thunder Lizard Productions. Contact: 1-800-221-3806.

August 24–25 MarketPro Computer Shows & Sales. Solano County Fairgrounds, Vallejo. MarketPro. Contact: 1-800-708-7555.

August 31 MarketPro Computer Shows & Sales. Contra Costa Fairgrounds, Antioch. MarketPro. Contact: 1-800-708-7555.

August 31–Sept. 1 MarketPro Computer Shows & Sales. Contra Costa Fairgrounds, Antioch. MarketPro. Contact: 1-800-708-7555.

September

September 1 Computer, Ham Radio, Electronics Swap. Las Positas College, Livermore. Livermore Amateur Radio Klub. Contact: (510)447-3857 (eve.) or (510)783-2803 (day).

September 4–6 Internet And Electronic Commerce Conference And Expo. San Francisco. Expocon. Contact: (203)256-4700, *iec@expocon.com* , or *http://www.expocon.com* .

September 4–6 Macromedia International User Conference/"People's Choice Awards". San

JULY 27, AUGUST 3, 10, 17

Kid's Introduction To The Internet

BERKELEY

M.A.C. of Berkeley has organized four 2-hour sessions designed to give children a hands-on introduction to the Internet, along with Web browsing with Netscape, scanning with Photoshop, and Web page design with PageMill. The sessions promise a small class size of twelve students and a low student-to-teacher ratio. Each student will have their own Macintosh station. Ages 10-15. M.A.C., 2156A University Ave., Berkeley, CA 94704. (510)644-0500.

AUGUST 7–10

ONE ISPCON

SAN FRANCISCO

ONE ISPCON (Online Networking Exhibition and Internet Service Provider Conference) plans to be the nation's first conference to focus on the most leveraged group involved with deploying a global Internet, the Internet Service Providers. Industry experts will discuss technical, legal, economic, legislative, and social effects of the Internet. For more information, call (303)694-5253, email *info@one.ispcon.com* or URL: *http://www.ispcon.com* .

AUGUST 11–15

TCP/IP and Intranet Conference and Exposition

SAN JOSE

The TCP/IP and Intranet Expo promises to define and exhaustively explain the "Intranet Revolution" and how it will affect business in the years to come. The exposition will feature cutting-edge products from all the leading TCP/IP and Intranet vendors along with six "technology theaters" focused on key topics such as JAVA, Intranet Security, and Corporate Intranets. In addition, there will be 42 seminars, full-day tutorials and keynote sessions. For more information, call (215)643-8027 or URL: *http://www.cardinal.com.tcpip* .

Robert Austin Computer Shows

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http://www.robertaustin.com

Resources

Calendar Of Events *continued...*

Francisco. Contact: 1-800-286-7141 or *http://www.macromedia.com* .

September 5–7 Online Expo '96. New York. Contact: (310)285-8728.

September 7 Robert Austin Computer Show. Oakland. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

September 9–12 Internet Commerce Expo. Anaheim. International Data Group. Contact: 1-800-667-4ICE or *http://www.idg.com/ice* .

September 9–13 Seybold San Francisco '96 Contact: 1-800-488-2883 or *http://www.seybold-seminars.com* .

September 14 Robert Austin Computer Show. San Francisco. Robert Austin Corp. Contact: 1-800-243-7041 or *http://www.robertaustin.com* .

September 15–19 Autodesk University Conference And Exhibition. Chicago. Miller Freeman. Contact: Yolanda King, (415)905-4994.

September 17–19 IMA Expo '96 Conference. New York City. Interactive Multimedia Association and International Data Group. Contact: (415)286-2531 or *http://www.ima.org* .

September 17–19 Interactive Multimedia Association (IMA) Expo 1996 Conference. Jacob Javits Convention Center, New York City. Interactive Multimedia Association and International Data Group. Contact: 1-800-IMA-3519 or (415) 286-2531 or *http://www.ima.org* .

September 17–19. Microsoft Explorer '96 Conference And Exposition. Santa Clara. Contact: 1-800-767-2336 or WWW: *http://www.DCIexpo.com/* .

September 18–21 Personal Communications Showcase (PCS) '96. San Francisco. Contact: 1-800-727-6870, ext. 131.

September 23–26 Second Asian Information Meeting. Hong Kong. Learned Information Europe Ltd. Contact: T+44 (0)1865 730275 or *www.learned.co.uk./li/*

September 24–26 FinEXPO. Chicago. Blenheim NDN. Contact: 1-800-2DB-EXPO.

September 28–29 Computer Marketplace. Reno Livestock Events Center. National Productions. Contact: 1-800-800-5600.

Classes, Seminars, Workshops

July

July 20 Careers in Film And Video. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 20 Careers in Film And Video Seminar. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 20 Multimedia Business Strategy and Planning. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 20–21, 27 Getting Started With Macromedia Director. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 21 Computer Super Shows. Scottish Rite Center, Oakland. Super Show Productions. Contact: (714)459-6105.

July 22 Complete Online Novell CNA Training. Berkeley. Cyber State University. Contact: (510)253-8735.

July 22 Internet 202: A Hands-On How-To Search The Internet Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

July 22 Internet 303: A Hands-On Intro To Hypertext Markup Language Authoring Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

July 22–24 Intro to Access Basic 2.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 22–24 Intro to Visual Foxpro. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 22–24 Avid: Introduction To Media Composer Class. San Francisco. Contact: (415)861-3282.

July 22–25 6th Unix Security Symposium. San Jose. Contact: (714)588-8649 or *http://www.usenix.org* .

July 22–25 Professional AutoCAD 3D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

July 22–Aug. 19 Multimedia And The Internet. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 22–August 1 Understanding Adobe PhotoShop. ROP Technology Center, Pleasant Hill. Contra Costa County Office of Education. Contact: (510)942-3436.

July 23 Intro To MS-DOS 5.0/6.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 23 Recent Developments In Business Computing. San Francisco. San Francisco Business Computers. Contact: (415)788-5338.

July 23–26 Intro To Client/Server Computing Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

July 24 Intermediate Word For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

July 24 Lotus 1-2-3 4.0/5.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 24 Project 4.0 WIN/3.0 MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 25 Developing Window NT Internet/Intranets -Chat Room Servers. El Cerrito. Contact: (510)524-4495 or *http://wyp.net/NTclass/* .

July 25 Inside Windows Workshop. Oakland. Contact: 1-800-800-9686 or WWW: *http://www.masteringcomputers.com* .

July 25 Intemediate Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

July 25–26 PCB Design Techniques For EMC Compliance Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

July 25–August 29 Intermediate Director For Programmers Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

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Centre Plaza at Red Lion
SAT. AUG. 10 - STOCKTON
Civic Auditorium
For Info.:(415) 456-6730

SUN. AUG. 11 - SANTA ROSA
Sonoma Co. Fairgrounds
AUG. 17 & 18 - SACRAMENTO
Scottish Rite Center
AUG. 24 & 25 - VALLEJO
Solano Co. Fairgrounds
SAT. AUG. 31 - ANTIOCH
Contra Costa Fairgrounds
SAT. AUG. 31 - FRESNO
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- ✓ TAPE BACKUPS
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$5.00 ADMISSION W/ FREE PARKING	Aug. 18th Sunday	**HAYWARD** 22292 FOOTHILL BLVD., HAYWARD - CA 94541 For Directions Call (510) 881-1911	CENTENNIAL HALL
FREE ADMISSION W/ FREE PARKING	Aug. 25th Sunday	**OAKLAND** 1547 LAKESIDE DRV., OAKLAND - CA 94612 For Directions Call (510) 451-1903	SCOTTISH RITE CENTER
$5.00 ADMISSION W/ FREE PARKING	Aug. 31 & Sept. 1 Sat/Sun	**NAPA VALLEY** 575 3RD STREET, NAPA - CA 94559 For Directions Call (707) 253-4900	EXPOSITION FAIRGROUNDS
$5.00 ADMISSION W/ FREE PARKING	Sept. 15th Sunday	**HAYWARD** 22292 FOOTHILL BLVD., HAYWARD - CA 94541 For Directions Call (510) 881-1911	CENTENNIAL HALL

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FAX (714) 459-6159

Calendar Of Events *continued...*

July 25–26 PCD Design Techniques For EMC Compliance Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

July 26 Introduction To Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

July 26–29 NetWare v3.1x: Advanced System Administration. San Francisco. UC Berkeley Extension. Contact: (510)643-6904

July 27–28 Enterprise Management Systems. San Francisco. UC Berkeley Extension. Contact: (510)643-6904.

July 27–28 Nonlinear Editing With Adobe Premiere Class. San Francisco. Contact: (415)861-3282.

June 28 Client/Server For Managers. San Francisco. UC Berkeley Extension. Contact: (510)643-6904.

July 29 Advertising On The Internet. San Francisco. Internet Literacy Consultants. Contact: (415)575-1156 or *http://www.matisse.net/register.html* .

July 29 Introduction To Word For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

July 29 Understanding And Using The Internet. Santa Rosa. National Seminars Group. Contact: 1-800-258-7246.

July 29–August 12 Intermediate Photoshop Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 29–August 2 3D Animation On The PC: 3D Studio Max Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 30 Intro To Windows 3.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 30 Intro To Windows 95. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

July 30 Introduction To Wordperfect For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

July 30 Understanding And Using The Internet. Berkeley. National Seminars Group. Contact: 1-800-258-7246.

July 30–August 2 Local Area Networks Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

July 30–August 2 NetWare To Windows NT Integration And Migration Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

July 30–August 27 VRML: The Virtual Reality Modeling Language For The World Wide Web Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

July 30–August 6 RoboHelp. San Francisco. Webster Institute of Technical Writing. Contact: (415)242-1222 or *dorothyw@netcom.com* .

July 31 Introduction To Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

July 31 Understanding And Using The Internet. San Jose. National Seminars Group. Contact: 1-800-258-7246.

July 31–Aug. 4 Internet For Educators. San Francisco. UC Berkeley Extension. Contact: (510)643-6904.

August

August 1 Intro To Windows 3.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 1 Intro To Windows 95. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 1 Introduction To Powerpoint For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 1 Word 6.0/7.0 WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 2 Avid: Media Composer For Producers Class. San Francisco. Contact: (415)861-3282.

August 2 Intro to MS-DOS 5.0/6.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 2 Windows 95: New Features. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 2–4 A Critical Introduction Fo Multimedia Design And Production Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

August 3 Graphic DesignFor World Wide Web Seminar. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

August 4–11 Multimedia Across Platforms Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

Aug 5–7 Avid: Introduction To Media Composer Class. San Francisco. Contact: (415)861-3282.

August 5 Complete Online Novell CNA Training. Berkeley. Cyber State University. Contact: (510)253-8735.

August 5 Developing Characters For Multimedia Seminar. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

August 5 Digitizing Video For CD-ROM Class. San Francisco. Contact: (415)861-3282.

August 5 Excel 5.0/7.0 WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 5 Fox Pro 2.6. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 5 Intermediate Wordperfect For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 5–13 Document Development And Typography In QuarkXPress. Cupertino. UCSC Extension. Contact: (408)427-6620 or *http://www.ucsc.edu/unex* .

August 5–8 Professional AutoCAD 2D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

August 5–15 Understanding Adobe PageMaker. ROP Technology Center, Pleasant Hill. Contra Costa County Office of Education. Contact: (510)942-3436.

August 5–8 Professional AutoCAD Level I Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

August 6 Access 2.0/7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 6 Lotus For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 6 Paradox 4.5/5.0 For DOS/WIN/MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 6–9 TCP/IP Internetworking On Windows NT Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 6–9 Visual Basic 4 Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 7 Internet 101: An Introduction And Overview Of The Internet For Beginners And The Curious Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net* .

August 7 Lotus 1-2-3 4.0/5.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 7 PowerPoint 4/0/7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 7 Premiere Tips And Techniques Intensive Class. San Francisco. Contact:

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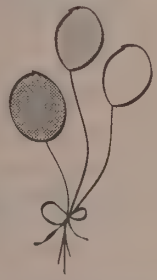

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- ◆ Making Money on the Internet
- ◆ LAN Basics by Novell
- ◆ ISDN for Home and Office
- ◆ Optimizing Windows 95
- ◆ Small Business System Management
- ◆ Doing More With Linux
- ◆ Configuring the Mac for the Internet
- ◆ How to Design Dynamic Newsletters
- ◆ Leveraging Information
- ◆ Internet for Beginners
- ◆ 3-D Animation
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- ◆ Rise of the Intranet
- ◆ The list goes on . . .

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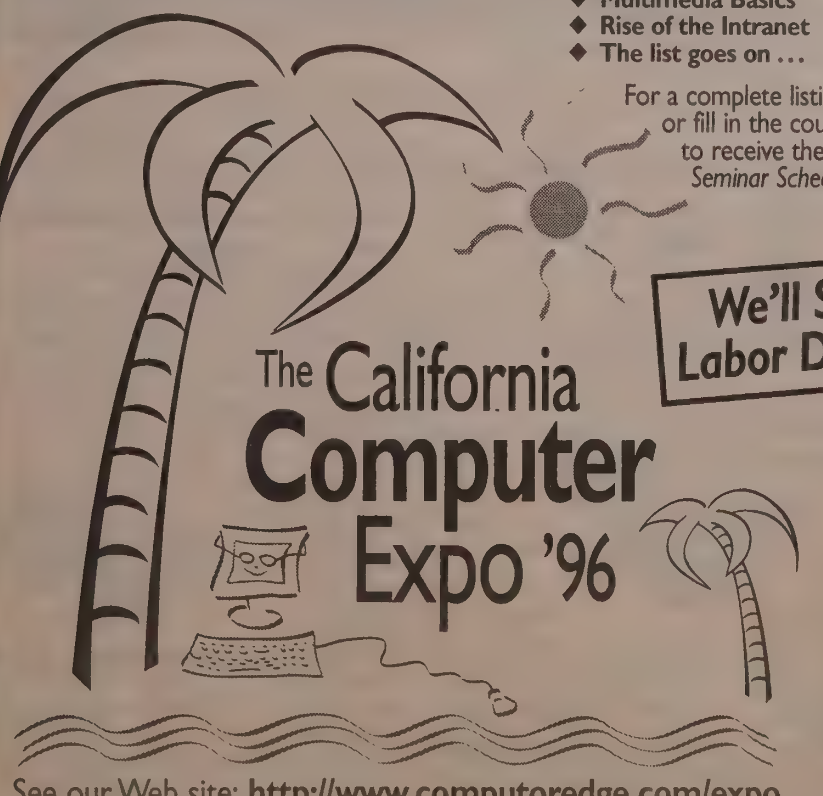

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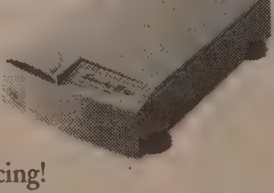

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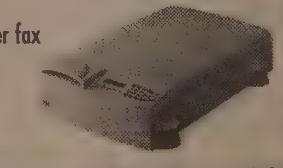

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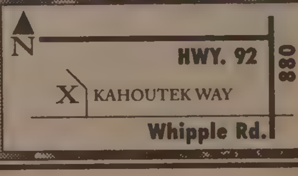

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August 7–8 WordPerfect 6.0/6.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 8 Introduction To Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 8–9 Avid: Mastering Media Composer Class. San Francisco. Contact: (415)861-3282.

August 9 RealWorld 6.6 DOS/Novell. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 10 Computer Ergonomics: Save Yourself Seminar. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

August 10 Intro To Macintosh Class. Berkeley. Kala Institute. Contact: (510)549-2977.

August 10–11 Intro to Adobe After Effects Class. San Francisco. Contact: (415)861-3282.

August 10–24 Getting Started With Director For Windows Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

August 10–25 Making Video Work In Multimedia Applications Class. San Francisco. SFSU Extended Education. Contact: (415)904-7740.

August 12 Complete Online Novell CNE Training. Berkeley. Cyber State University. Contact: (510)253-8735.

August 12 MS Office 4.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 12–15 Professional AutoCAD Advanced 2D Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

August 12–16 Windows NT Workstation And Server Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 12–15 Professional AutoCAD Level II Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

August 13 Advanced Adobe After Effects Class. San Francisco. Contact: (415)861-3282.

August 13 Introduction to Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

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August 13–16 Developing Applications With PowerBuilder 5 And Oracle 7 Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 13–16 UNIX Hands-On Workshop. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 13–14 Customer Support Excellence For The Help Desk Professional. San Francisco. Data-Tech Institute. Contact: (201)478-4418 or *http://www.datatech.com* .

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August 17 & 24 Intro To Adobe Illustrator Class. Berkeley. Kala Institute. Contact: (510)549-2977.

August 18 Computer Super Shows. Centennial Hall, Hayward. Super Show Productions. Contact: (714)459-6105.

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August 19–20 Avid: Advanced Media Composer Effects Class. San Francisco. Contact: (415)861-3282.

August 19–21 Intro Fo Visual Basic 3.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 19–27 Advanced Techniques And Color Issues in QuarkXPress. Cupertino. UCSC Extension. Contact: (408)427-6620 or *http://www.ucsc.edu/unex* .

August 19–22 Autodesk Mechanical Desktop Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

August 20 Going On-line With A Macintosh Off-line Class. San Francisco. Contact: (415)861-3282.

August 20 Intermediate Word For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

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August 20–23 PC Configuration And Troubleshooting Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 20–23 UNIX Tools And Utilities Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 21 Intermediate Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 21 Internet 202: A Hands-On How-To Search The Internet Seminar. San Francisco.

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pentiumn TM 90/100$95
8087/287 MATH .....$ 18
386DX CPU FROM. $ 12
387-33 MATH-CO. ..$ 16
32k*8 -20 cache RAM--$2
COLOR COMPAQ PORTABLE $1285.00
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10 Base-T Twisted Pair Ethernet

ALLIED TELESYN Transceiver (AUI-RJ45)/(AUI-BNC)	29
3COM 3C509TP ISA Single/ 5-Pk/20-Pk	115/422/1,529
3C509B-TP0 Single/5-Pk	110/399
3C509B-TP0 20-Pk/60-Pk	1,445/3,999
3C509B COMBO/5/20/60-Pk	125/485/1,799/5,130
3C529B TP/ MCA/5-Pack	244/1,026/5,661
3C592-TP0 EISA/5-Pack	210/832
3C592 EISA Combo/5-Pack	230/916
INTEL EE Pro/10+ w/o Flash TP/5-Pk	100/390
EE Pro/10+ w/o Flash 20-Pk/80-Pk	1,434/4,713
EE Pro/10+ TP&BNC w/o Flash Single/5-Pk	102/454
EE Pro/10+ TP&BNC w/o Flash 20-Pk	1,662
EE Pro/10+ TP w/Flash Sing/5/20/80	104/434/1,560/5,595
EE Pro/10+ TP&BNC w/Flash Single/5-Pk	110/492
EE Pro/10+ TP&BNC w/Flash 20-Pk	1,787
SMC EtherEZ 10BT Single/5Pk	104/412
EtherEZ 20-Pk/50-Pk	1,441/3,086
EtherEZ Combo/5Pk/20Pk/50Pk	118/521/1,801/4,090
Elite 10T/A 10 BaseT MCA	198

PCI Lan Adapters

3COM 3C590TP0 PCI Single/5-Pk	125/519
3C590TP0 PCI 20/60 Pk	1,835/4,999
3C905TP0 PCI Single/5/20-Pk	139/649/2,435
INTEL EE Pro/10+ PCI/5Pk/20Pk/80Pk	128/574/2,012/7,276
EE Pro/10+ BNC/TP PCI Single/5-Pk	154/724
EE Pro/10+ BNC/TP PCI 20-Pk/80-Pk	2,653/9,477
MICRODYNE NE5500 PCI Combo/5-Pk	130/600
SMC EtherPower PCI 10BT/5-Pk/20-Pk	120/480/1,727
EtherPower PCI Combo/5-Pk	155/750
EtherPower2 Dual Port PCI 10BaseT	265

100 MegaBit Lan Cards

3COM 3C595 10/100BaseT PCI/5/20 Pack	163/670/2,437
3C597 10/100BaseT EISA/5-Pk	265/1,262
ASANTE AsanteFAST 10/100 PC & MAC PCI	217
AsanteFAST 10/100 MAC PCI/5/20Pk	156/716/2,649
FARALLON PN990 NUBUS/PN994 PCI	335/205
INTEL EExpress Pro 10/100 PCI/5/20Pk	138/691/2,490
EExpress Pro 10/100 EISA	260
NETWORTH SwiftNIC 10/100BaseT PCI/EISA	251/398
ROCKWELL 8-port FDDI UTP Concentrator	4,595
SMC 10/100BT PCI Single/5Pk/20Pk	145/677/2,462

Fast Ethernet Hubs/Bridges

3COM 3C250-TX/I 12 100 BASE TX Stackable Hub	1,850
CANARY 12-pt 100BASE TX Hub	1,499
ASANTE AsanteFast 12-pt 100 BaseT Hub	1,738
AsanteFast 10/100 Bridge	895
INTEL Express Stackable Hub 12-pt 100TX	1,769
Express Stackable Wkgp Bundle(1 Hub, 10 Card)	2,500
COMPAQ (Networth) 100BaseT 8-port Hub	970
Micro 10/100 24 port 10/100 Auto Sensing Hub	3,535
FastStack 100BTX 12-pt Unmanaged/Man	2,434/3,239
FastStack Smart Uplink module	592
SMC Tigerhub 100 8-pt 100BTX Hub/16-pt	1,231/2,400

Token Ring

3COM TokenLink III 16/4/10-Pk	230/2,294
Tokenlink III EISA 16/4	576
Tokenlink Velocity PCI TR Single/10-pk	360/3,082
IBM Auto TR 16/4 Type 3 Single/5-pk	256/1,235
INTEL Token Express Pro 16/4 ISA	277
PROTEON P1394+ Token Ring 16/4/10-Pk	232/2,280
SMC Token Ring Elite 16/4 Single/12-pack	264/2,900

PC Card/Parallel Port Adapters

3COM 3C589C PC Card 10BT/COMBO	149/190
3C689 PC Card TR/5-Pk	410/1,935
3C562 PC Card Enet 28.8 Modem/Fax/5-Pk	475/2,232
IBM PC Card Coax/TP Adapter	242/261
PC Card Token Ring 16/4 Adapter	480
SMC ElitePort EtherNote Combo	235
XIRCOM Pocket Adapter III 10BaseT	259
Pocket ENET III COMBO(BNC & 10BaseT)	325
PC Card IIPS 10BaseT/Combo/TR	136/175/450
PC Card Enet 28.8 Modem & Fax 10BT/Combo	478/542
PC Card 10/100BT	228

Concentrators & MAUs

3COM Linkbuilder TP/12 NO AUI/BNC	350
ASANTE 8-Port w/AUI&BNC/12-Ports	155/272
24-Port w/AUI	511
BAY NETWORKS 800 8-pt /2800A 16-pt	195/572
HP AdvanceStack 8-port/16-port	279/542
SMC 3608TP 8-Port/3512TP 12-port	304/568
Elite 4000C TR Mau 8-port/16-port	722/1,106
3COM Linkbuilder TR 3C510180	1,875

SNMP Manageable Concentrators

3COM Linbuilder FMSII TP 24-pt/48-pt	838/2,321
Linkbuilder FMS II Management Module	480
SuperStack II Hub 10 12-pt/24-pt/48-pt	533/859/2,196
SuperStack II 10 Mgmt Module/Redundant PS	466/1,032
Office Connect 8-pt Hub TPO/TPC/TPM	153/198/497
Office Connect Print Server (2-parallel)	377
Office Connect Fax Server (1-line)	1,277
HEWLETT PACKARD AdvanceStack 12-port	525
AdvanceStack 24-port/48-port	904/1,735
AdvanceStack SNMP module	462
AdvanceStack 12-port w/SNMP	850
Adv. Stack 24-pt w/SNMP/48-pt w/SNMP	1,311/2,012
COMPAQ (NETWORTH) 8-Port Snappable	650
16-Port Snappable Hub/48-pt Snappable Hub	930/2,603
16-Port SnapView Bundle (1 Hub/HubView Sw)	1,296
24-Port TriSegment Hub/Mgmt Hub	1,288/2,041

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Purchase Intel's Fast Ethernet Workgroup Bundle which includes 1 Express Stackable 12-pt Hub and 2 EtherExpress Pro/100 PCI 5-packs for an unbelievable price of $2,500!

Purchase the Intel Express 5-port Switching Hub for $3,515 and get the Intel 10/100 Downlink Module FREE! ($1,245 value)

hp HEWLETT PACKARD

Cheyenne/HP tape backup bundle includes 1 HP Ext. C1533 DDS2 8 GB DAT tape drive, 1 PCI SCSI adapter, ARCserve 6 for Workgroups, a cleaning cartridge, and 10 tapes for a low price of only $ 1,737.

Switching Hubs

3COM LinkSwitch 1000 12 RJ45, 1 Fast Ethernet	2,535
LinkSwitch 1000 24 RJ45, 1 Fast Ethernet	3,350
LinkSwitch 3000 8-pt 100BaseTX Fast Ethernet	5,518
Link Switch 3000 5-pt 100BaseFX Fast Ethernet	7,245
ASANTE ReadySwitch 4 RJ45, 1 Fast Ethernet	2,085
CISCOPRO CPW1100 10/100 25 10BT, 2 100BT	3,149
EAGLE 4 Switched 10BaseT by 4 Shared100BaseT	2,691
4 Switched 10BaseT by 1 100BaseT	2,150
INTEL Express Switching Hub 100BT 5-pt	3,515
SMC TigerSwitch XFE, 16 10BT, 1 100BT	2,716

Network Management

3COM Transcend Workgroup Mgr for Windows	496
Transcend Enterprise Mgr for Windows	2,181
HEWLETT PACKARD Interconn. Mgr for Win	407
Interconnect for OpenView	2,010
INTEL LanDesk Manager	1,047
LanDesk Mgmt Suite 5 users/10/100	438/584/3,469
LanDesk Server Manager Pro	1,279
LanDesk SNMP Gateway/Response	578/717
NOVELL Lanalyzer for Windows v2.1	1,100
NetWare Management System	1,692
NetWare Management Agent (Single)/20PK	338/5,382
NetWare LANalyzer Agent v1.0 Single/Multi	1,008/1,692

Long Distance Repeaters

CANARY BNC Dual Port	272
ASANTE 6-port BNC Repeater	328
TUT Systems XL1501 (1BNC/1RJ11) 1500'	991
XL1502 /XL1503	1,416/1,057
XL1504/XL600 (1 Pair)	2,752/499

Tape Backup Solutions

SEAGATE/ARCADA Backup Exec 1 Server 25 Users	308
Backup Exec Single Server Unlimited Users	474
Backup Exec NetWare Enterprise NLM	868
CHEYENNE ARCserve 5.01g NLM 5/10 Users	261/511
ARCserve NLM 25/50/100	882/1,082/1,219
ARCserve v6.0 WRKGRP-Up to 25/Over 25	400/1,156
Changer Option for ARCserve v6.0 or below	423
Windows NT Agent for ARCserve v6.0 or below	330
Push Agent for Arcserve 6.0	268
NetWare Server Suite includes Arcserve 6.0/Faxserve 3.01/Inoculan 4.0	632
SEAGATE/CONNER MS4000 4GB Int. w/BU Exec NW	474
MS4000 4GB Ext. w/Backup Exec NW	567
MS8000 8GB w/Backup Exec NetWare Int/Ext	632/752
PALINDROME Backup Director NLM 1 SVR (25 Users)	256
Backup Director NLM 1 SVR/Multi-Server	585/1,011
Storage Manager Single Server/Multi-Server	1,435/2,522
STAC Replica for NetWare/Multi-Server Option	713/434
Replica High-Performance Option	434
EXABYTE 8205XL 8mm 3.5-7GB Drive Int/Ext	1,419/1,692
EXB-8700 8mm 7-14GB w/Arcada Backup for DOS and choice of NLM or NT software	1,585
HP C1536 DDS 4mm 4-8GB DAT Int/Ext	719/869
C1533 DDS2 4mm 8-16GB DAT Int/Ext	922/1,087

DSU/CSU

MOTOROLA DDS/MR64 V.35 or RS232	463
Switched 56 II v.35	636
FT100S V.35 or RS232	985

Remote Access

ARTISOFT InSync Modemshare 1/2/4/8-Pt	129/187/348/592
CITRIX WinView Software 10-User	2,239
EMULEX Connect Plus 2 ports/8 Ports	746/2,465
NOVELL NetWare Connect 2/8/32 pts	330/1,320/3,975
NetWare Connect 2-port w/Modem and Serial I/O	905
NetWare Connect 8-port w/Modem and Serial I/O	3,341
HEWLETT PACKARD AdvanceStack Dial-A-LAN Modules	
2A/Plus Module and SNMP Bundle J2633A	2,228
4A Module and SNMP Bundle J2634A	1,754
SHIVA Netmodem/E 28.8	1,383
Lanrover/E Plus w/2 Async ports	1,861
Lanrover/E Plus w/2 v.34 modems	2,539
Lanrover/E Plus w/4 Async ports	4,529
Lanrover/E Plus w/4 v.34 modems	5,984
Lanrover/E Async 8-pt w/o modems	2,800
Lanrover/E Plus 8-port w/v.34 modems	7,929
DIGI INTERNATIONAL Digi 2-Pt/4-Pt/8-Pt	200/455/588
Acceleport 8EM ISA w/ RISC CPU, DB25	726
U.S. ROBOTICS 2-port Lan Modem Enet/TR	1,590/1,986
XIRCOM NetAccess 4-pt/8-pt	1,671/2,836

ISDN Connectivity

3COM Impact 3C871-(MPPP)/3C872 w/modem	426/590
ASCEND Pipeline 25 Base w/NT1	644
Pipeline 25 w/NT1 & Compression	860
Pipeline 25 w/NT1 & IP Routing/IPX Routing	860/860
Pipeline 25 w/NT1, COMP, IP	1,076
Pipeline 25 w/NT1, COMP, IPX	1,076
Pipeline 25-PX Single w/NT1, IP	583
Pipeline 25-FX Base w/NT1	504
Pipeline 25-FX w/NT1, IP, IPX /COMP	764/802
Pipeline 25-FX w/NT1, IP, IPX & COMP	1,045
Pipeline 50 Single w/NT1, COMP, IPX,IP	860
Pipeline 50 Multi w/NT1, COMP,IPX,IP	1,002
Pipeline 75 Multi w/NT1, COMP, IPX, IP, 2 Analog	1,134
Pipeline 130 w/FT1,T1,ISDN/L56/SW56.	1,383/1,373/1,410
Max 200 Plus w/4 BRI Cards	3,130
Max 1800 8BRI-16 users w/NT1	5,382
DIGI DataFire U Client ISDN (PPP)	398
DataFire Server S1 Server-Based ISDN	536
PC-IMAC ISDN	533
PC-IMAC Multiport ISDN/4-1/4-2/4-4	672/1,064/2,092
IBM 7845 Extended NT1 for voice/data w/ battery	357
MOTOROLA BitSurfr PRO ISDN TA w/NT1 w/2 analog	399
NT1D Network Terminator	186
SHIVA Lanrover/E Plus 2-BRI Enet	2,539
Lanrover/E Plus 4-BRI Enet	6,217
US ROBOTICS Sportster ISDN adapter	399
Courier-I Modem w/V.34 w/Analog Int/Ext	630/743
Courier-I Modem w/ISDN/V.34 w/o Analog Int/Ext	588/702

Network Printing Solutions

CASTELLE Jetpress XIO BNC/10Base-T	381
Jetpress MIO for HP4/MIO PLUS	349/451
LANPress 10BT(1 Parallel)/Combo (1P/1S)	313/362
LANPress THICK/10BT (2 PAR/2SER)	425
HEWLETT PACKARD JetDirect 10BT MIO	298
JetDirect Combo MIO BNC/10BT	400
JetDirect Ethernet EX Plus (Multiprotocol)	310
JetDirect EX Plus3 (3 LPT/Multiprotocol)	415
JetDirect Token Ring EX/EX Plus3	567/682
INTEL Netport EL Ethernet/Token Ring	422/588
NetportExpress XL for Ethernet/TR	415/565
Netport Pro Int(MIO)/Ext 2P/1S	281/402

Network Fax Solutions

CASTELLE FaxPress 1000, 10BT/BNC	1,576
FaxPress 2000 1-line/FaxPress 2000 2-line	2,367/2,709
Faxpress 3000 2-line/FaxPress 3000 4-line	2,986/3,580
CHEYENNE FaxServe 3 NLM 5/10/25	393/717/1,177
FaxServe 3 NLM 50/100	1,816/2,533
FaxServe 3 NLM 250/500/1000	3,801/4,982/6,229
DELRINA Net Satisfaxtion 25/1000 users	742/990
Winfax Pro for Networks 5/10/25/50	384/ 640/1,478/2,754
Starter Kit (1 Server, 2 nodes)	258

Network CD-ROM

MERIDIAN CDNET PLUS DOS/NLM (10 Users Start)	677
CDNET Plus DOS/NLM (100 Starter Kit)	1,482
CDNET Plus Expand (50/100)	525/896
MICRO DESIGN SCSI Express for NetWare, MDI	599
SCSI Express CDROM, Non-MDI	808
CD-Rom LaserBank 600CD Ext. Single/Dual	599/1,117
MICROTEST Discport Ethernet/Token Ring	488/818
Discport w/ Discview Pro ENET/TR	733/1,066
Discport w/NEC Ext. 6X Speed CD-Rom	859
Discport w/NEC 6X 4CDROM in 7-Unit Tower	1,972
Discport w/NEC 6X 7CDROM in 7-Unit Tower	2,708

Uninterruptible Power Supplies

APC Back-UPS 400/450	163/200
Back-UPS 600/900/1250	273/392/512
Powerchute Plus for Novell/Unix/Windows NT	99/149/99
Smart-UPS 450/700/700RM/1000	330/398/499/548
Smart-UPS 1000RM/1400/1400RM	646/675/805
Smart-UPS 2200/3000	1,183/1,901
Matrix 3000/5000/Smartcell	3,720/4,616/537
SNMP Agent for Novell/SNMP Mgr for Netware	125/145
Netshelter RACK for servers	1,700

Cable Testers & Supplies

RG58 & RG62 Rachet BNC Crimper/RJ45	45
RG58 Ethernet BNC-Crimp (100 pak)	125
RJ45 10 BaseT Connectors (100 pak)	40
10Base-T Cable (1000' min) LV3/LV 5	100/200
BELDEN PVC RG58 or RG62 Cable (1000' min)	175
PLENUM RG58 or RG62 Cable (1000' min)	350
MICROTEST MT310 Kit	739
MT350 Value Kit/Fiber Solution Kit	1,837/1,482
Penta Scanner w/Super Injector/Compas Kit	2,485/3,967

Novell Software

Lan WorkPlace for DOS Single/10 Users	309/1,508
Lan Workplace for Mac Single/10 Users	289/1,437
Lan WorkGroup-5/10/20 Users	1,125/1,866/2,613
NetWare for Mac v3.12 200 Users/4.01	685/851
Branch Link Router/Enterprise Router	765/1,902
NetWare NFS/Gateway Bundle	2,861
NetWare NFS Service for NW4.1	2,239
Global MHS v2.0 20/50/100 Users	358/648/1,064
MHS v1.5 Network Edition 10/50/100 Users	140/504/733

E-Mail

cc:MAIL Desktop-Any Platform	72
Lan Systems License 10 users/50 Users	632/2,883
Mobile for DOS or MAC	150
Router/Fax Server/Web (Single)	95/1,459/189
Link to UUCP/Link to SMTP/Link to MHS	444/2,473/528
MICROSOFT PC Mail Server + 10 Users	485
PC Mail 5/20/100 Users	273/930/3,633
MHS Gateway/PROFS	708/3,405
SMTP/X400/Fax Gateway	3,241/3,194/1,419

Network Utilities

SYMANTEC Anti-Virus for NetWare 10/25	605/1,378
CHEYENNE InocuLAN Wrkgrp/Unlimited	269/670
InocuLAN Option v4.0 for ARCserve 6 Workgroup	122
InocuLAN Option v4.0 for ARCserve 6 Enterprise	307
FRYE Early Warning System or Lan Directory	350
INTEL LanDesk Virus Protect (Single)	696
LanDesk Virus Protect 4-pk/20-pk	2,070/6,757
ONTRACK Data Recovery NetWare	214
PALINDROME Prepare! Disaster Recovery SW	727
SYMANTEC Norton Admin. 5/10 Users	247/438
Norton Admin. 25/50/100 Users	1,068/2,028/3,680

ARTISOFT Peer-to-Peer Networking

ARTISOFT LANtastic 7.0 Network Starter Kit	260
LANtastic 7.0 Software Single/10 User/Unlim.	99/377/740
Power Suite Starter Kit 2 Users	412

Server Mirroring

VINCA Standby Server for NetWare or Windows NT	2,743
Standby Server 32 w/ Autoswitch ISA/EISA	2,089/2,350
Campus Standby Server Software	2,350
Fiber EISA/ PCI	2,585/2,059
Copper EISA/ISA	1,571/1,427

Windows NT Solutions

3COM Transcend Workgroup Mgr for NT	463
Transcend Enterprise Manager	2,353
CHEYENNE Arcserve for Windows NT v6.0, Single Svr	490
Arcserve for Windows NT v6.0, Enterprise Edition	860
Arcserve for NT NetWare Agent	438
CONNER MS4000 4GB INT w/ Backup Exec NT	474
MS4000 4GB EXT w/ Backup Exec NT	567
MS8000 8GB w/Backup Exec NT Int/Ext	659/790
Backup Exec for Windows NT NetWare Agent	492
INTEL Landesk Workgroup Mgr for NT (25 nodes)	721
Landesk Workgroup Mgr for NT (250 nodes)	5,930
MICROSOFT Windows NT Server	650
Windows NT Workstation	315
Windows NT Server w/10 Clients	1,019
Exchange Server Single w/ 5/10/25	1,014/1,368/2,160
Exchange Server Enterprise w/25/50 clients	4,099/5,429
Exchange Add'l Clients 5/20	366/1,160
Exchange Internet Mail Connector	498
SEAGATE/ARCADA Backup Exec 1 Svr/Enterprise	404/798

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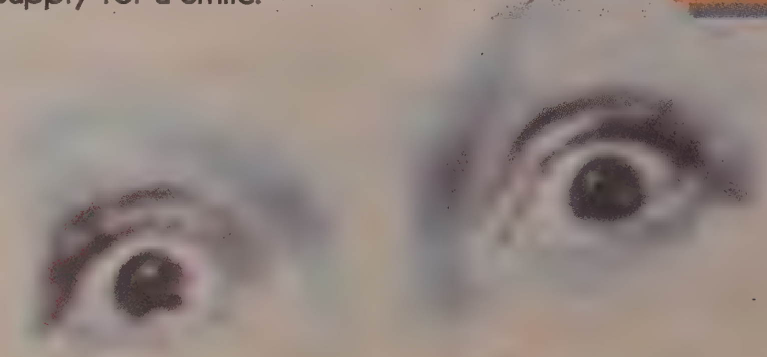

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Calendar Of Events *continued...*

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August 21 Lotus 1-2-3 4.0/5.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 21–29 Video Production For Multimedia: Hi-* to Quick Time Class. San Francisco. Contact: (415)861-3282.

August 22 Intermediate Word For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 22 Internet 303: A Hands-On Intro To Hypertext Markup Language Authoring Seminar. San Francisco. Internet Literacy Consultants. Contact: (415)469-8271 or *admin@matisse.net*.

August 22 Intro to Windows 3.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 22–23 PCB Design For Analog/RF Workshop. Santa Clara. The Copper Connection. Contact: (408)970-9838.

August 22–29 RoboHelp. San Francisco. Webster Institute of Technical Writing. Contact: (415)242-1222 or *dorothyw@netcom.com*.

August 23 Intro To Windows 95. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 23 Introduction To Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 23 Windows 95: New Features. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 25 Computer Super Shows. Scottish Rite Center, Oakland. Super Show Productions. Contact: (714)459-6105.

Aug 26–28 Avid: Introduction To Media Composer Class. San Francisco. Contact: (415)861-3282.

August 27 Developments In Business Computing. San Francisco. San Francisco Business Computers. Contact: (415)788-5338.

August 27 Introduction To Wordperfect For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 27 Project 4.0 WIN/3.0 MAC. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 27–30 Internetworking: Bridges And Routers Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 27–30 Internetworking With TCP/IP Class. Santa Clara. Learning Tree International. Contact: 1-800-850-9197.

August 28 Introduction To Word for Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 28–30 Intro To Access Basic 2.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 28–30 Intro To Visual Foxpro. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 28–30 Novell System Supervisor. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 28–30 Windows NT Server 3.51 Admin. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

August 29 Intermediate Wordperfect For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

August 30 Introduction to Excel For Windows Class. Walnut Creek. Computer Education Center. Contact: (510)937-2566.

September

September 2 Access 2.0/7.0. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

September 3–4 Advanced Troubleshooting for the Macintosh. San Francisco. Data-Tech Institute. Contact: (201)478-5400 or WWW: *http://www.datatech.com*.

September 3 Intro To MS-DOS 5.0/6.2. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

September 3 Intro To Windows 3.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

September 3 Intro To Windows 95. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

September 3–4 WordPerfect 6.0/6.1. Emeryville. Northwest Computer Systems' Training Classes. Contact: (510)653-0808.

September 3–October 8 Intro To QuarkXPress Class. Berkeley. Kala Institute. Contact: (510)549-2977.

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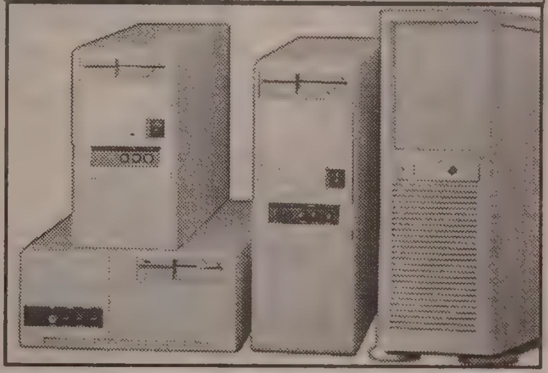

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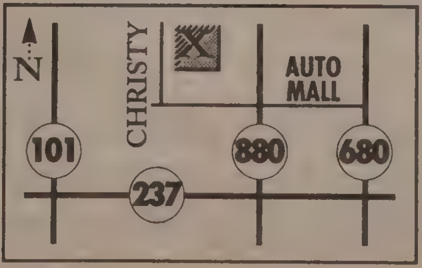

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GameWorld. (415)493-0607. 8-N-1, 24 hrs., 300–14,400. Now even more games! Eleven doors, Friendly sysop, Renegade. Free! Sysop: Jesse Radin. [Exp. #154.]

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Warp City BBS. (415)771-7334. 24 hrs., 28,800. FREE - 50,000 OS/2, DOS, Window files - Free Internet email. Sysop: Larry Chauvet. [Exp. #153.]

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510

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DVPC BBS. (510)943-6238. 8-N-1, up to 28,800. DVPC news, shareware, Fido Net. Free access. [Exp. #155.]

Elaine Thomas BBS. (510) 803-0800. 24 hrs., 14,400. Multiline glamour shots of Bay Area girls next door. Free trial period. [Exp. #155.]

Epic BBS! (510)609-9350. 8-N-1, 24 hrs., Internet email, online games, Scrabble, 1GB and online, family atmosphere. Since 1990. $17.95/year. [Exp. #154.]

GMV-BBS. (510)294-9052. 8-N-1, 24 hrs., 300–28,800. Multiline. Teleconference, email, forums, games; Amiga, IBM, Mac files. Featuring "World Group", doors, "Tradewars 2002". Subscription. [Exp. #155.]

Gold Diggers BBS. (510) 568-7807,,,25,25. 24 hrs., 2400–28,800. RIP SLBBS, files, online games, messages, all CPUs welcome. $10/year. Sysop: Harry Goldberg. [Exp. #155.]

K 3 & Co.'s Over The Wire Resumes. (510)370-3719. Free resume listing. Free job postings, job resources, and more. [Exp. #153.]

Knight Court BBS. (510) 946-1049, 525-5874. 50+ on-liners, free Internet email, 2500+ files, free/pay access. [Exp. #153.]

LiverGulch BBS. (510)606-9846. 24 hrs., 28,800. Now with full Internet access! Science, technology, NASA GIFs, Windows shareware. 4 line hunt. Sysop: Ken Marsh. [Exp. #155.]

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Rat's Lair. (510)644-3280. 8-N-1, 24 hrs., 2400–14,400. OS/2, Windows 95/NT, Disneyana, science fiction, much more. Friendly, free. Call! [Exp. #155.]

Red Dwarf BBS. (510)261-3966. 300–14,400. Featuring Galaxy, LORD, Planets, Vampires, FE, BRE, Uno, SciFi, messages, files. Free. Sysop: Red Dwarf. [Exp. #154.]

Right On-Line BBS. (510) 538-0592. 24 hrs., 14,400. TBBS. We are new. Games-chat. 10 lines. Free trial. All welcome. Sysop: Joe Dagna [Exp. #156.]

Shaven Yak. (510)335-9062. A legal resource for sovereigns. NIRVANAnet. Sysop: Magic Man. [Exp. #155.]

Star Net BBS. (510)893-9341. 24 hrs., 1200–28,800. Asian, JapAnimation pictures; adult files/CD-ROMs, movies. Internet access coming soon. Fee/Free. [Exp. #155.]

The Great Abyss. (510) 482-5813. 14,400. Telegard beta site, GaSpNet, PODnet, PRNet, Fidonet. No PTC, FPR, or validation. NIRVANAnet. Sysop: Keymaster. [Exp. #155.]

The Stage. (510)251-2431. 8-N-1, 24 hrs., 14,400. Pagan-oriented. PODSnet, NirvanaNet, VampNet. Magickal library. Join the play. [Exp. #155.]

& the Temple of the Screaming Electron. (510) 935-5845. 14,400. As seen in Mondo 2000, the Chicago Sun-Times, and the National Enquirer. Seven lines. GB's of unusual text and shareware. NIRVANAnet HQ. [Exp. #155.]

VA Listings. (510)637-1261. 24 hrs., 300–14,400. Multiline. VA-owned homes for sale. Sysop: David Piersall. [Exp. #155.]

VidGam2 BBS. (510)864-1416. 28,800. Adult, DOS/Win/Win95/OS2, free Internet newsgroups, email, FTP-mail, Fido, BRE Game, 9 nodes. Sysop: Marcelo Hassmer. [Exp. #155.]

VidGame BBS. (510)601-0771. 28,800. Nine nodes. Adult files; 1000s utils.; Internet newsgroups, email; Fido; more. Sysop: George Hassmer. [Exp. #155.]

VisionBytes! (510)355-0968. 28,800. Health care topics, Windows 95, Quarterdeck support, kids areas. ASP, Apogee, Epic, 8+ CDs, Internet email. Free!! [Exp. #155.]

VuLGaR DiSPLaY oF PoWeR. (510)443-9064. 8-N-1, 24 hrs., 38,400. Free D/L'ing, Free Access, Instant Access. PhishNet, many door games. [Exp. #157.]

Windows OnLine. (510) 736-8343, telnet: *WOLLY.WOLNET.COM* URL: *http://www.wolnet.com* . 8-N-1, 24 hrs., 28,800. Largest Windows BBS. Free limited trial. [Exp. #155.]

707

Midnight Madness BBS. (707)437-3219. 8-N-1, 24 hrs., 2400–28,800. Excalibur BBS, The Graphical Experience with many files. Free/fee. Sysop: Michael Bachman. [Exp. #153.]

MultiMedia & BEYOND

MULTIMEDIA 101

continued from page 258

ply using digital tools for production or digital delivery. It's a far more fundamental reordering of the way we are entertained and informed, and how we deal with that information and entertainment.

Beyond the convergence of the communication industries, we're seeing increasing convergence of the communication types; art, entertainment and information are merging into one fluid continuum. At the same time, we're gaining abilities to manipulate and personalize-interact with, if you wish—the input we receive and new ways to output, or publish, our responses both to discrete pieces of media and to the community at large.

What we've seen so far are mere baby steps—the first tentative stumblings of an uncoordinated but eager learner. What's certain is that just as a one-year-old doesn't know much about mountain climbing, we are still relatively ignorant of where this is all going. True, there are lots of high-priced consultants who will tell you, and lots of corporations that will sell you their solution, but don't expect the going to be smooth.

Showbiz is based on drama, and drama is based on conflict—we'll see a lot of that. You'll be involved because you're going to be the customers; digital showbiz is ultimately going to center around you and how you and your cash interact with the entrepreneurs' dreams.

It's all going to be a great story. For one possible outcome, I highly recommend Neal Stephenson's *The Diamond Age.* Now available in paperback, it is a cleverly detailed look at how media and showbiz might be, with a little help from nanotechnology in the not-too-far-off future. ■

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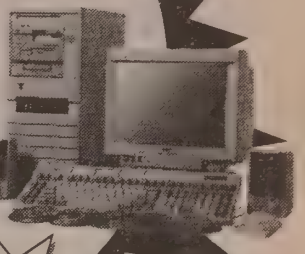

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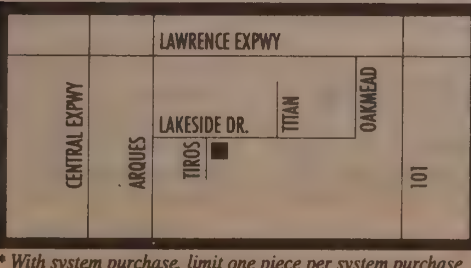

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USER GROUPS

AMIGA

AGA Flyers. Meetings: 7th of each month, 7:00 pm, 236 Waller St., San Francisco. We are Video Flyer, Lightwave, Imagine, ShapeShifter, and Amiga geeks! Contact: Corky Engel, (415)431-9111. [Exp.#154.]

AWEST—Amiga Users In SF. Meetings: 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission St. (near Ocean), San Francisco. [Exp.#155.]

TOGA—The Other Group Of Amigoids. Meetings: 4th Sat. (except Nov.), 12:30 pm, Milpitas Community Library Meeting Room, 40 N. Milpitas Blvd., Milpitas. An informal group to share ideas, PD software, and information. Contact: Randy Abel, (408)356-9405 or *rabel1@cup.portal.com* ; or Warren Burnham, (408) 252-3406. [Exp.#153.]

ATARI

ABACUS—Atari Bay Area Computer Users Society. Meetings: 1st Sat., 1:00 pm, Potrero Branch Public Library, 2nd floor, 1616 20th St., San Francisco. Supporting all Atari computers and video games systems. Call: Roger Sinasohn, (415)469-7924. [Exp.#156.]

San Leandro Computer Club. Meetings: 1st Tues., 8:00 pm, San Leandro Main Library, Estudillo Room, 300 Estudillo Ave. Call: Robbie, (510)797-5636. [Exp.#157.]

CAD

BMUG CAD Special Interest Group. Meetings: last Tues., 6:00-7:45 pm, Center for Electronic Art, San Francisco. Contact: [Exp.#156.]

Marin AutoCAD Users Group (MAUG). Meetings: 1st Thurs., 6:30 pm, Autodesk, 111 McInnis Pkwy., Demo Rm., San Rafael (next to Embassy Suites). Call: Priscilla Mills, (415)491-9111. [Exp.#158.]

San Francisco AutoCAD User's Group. Meetings: 1st Mon., 6:00 pm, SFSU Downtown Center, 425 Market St., San Francisco. Door prize every meeting. Call: (415)285-2629. [Exp.#153.]

COMMODORE

C-HUG (Commodore Hayward User Group). Meetings: 2nd Sat., 2:00 pm, Palma Ceia Park Clubhouse, Hayward. Commodore 64 and 128 owners are welcome to attend. Call: (510)531-3734 or 793-7868. [Exp.#159.]

CWEST—Commodore 64/128 Users In SF. 2nd Wed., 6:30 pm, Excelsior Branch Public Library, 4400 Mission (near Ocean), San Francisco. Call: (415) 626-9946. [Exp.#153.]

Diablo Valley Commodore Users Group. Meetings: 3rd Thurs., 7:00 pm, Contra Costa Water District Anteroom, 1331 Concord Ave., Concord. Call: (510) 689-3224. [Exp.#157.]

FUNHUG (Fremont, Union City, Newark, Hayward User Group). Meetings: 3rd Thurs., 7:00 pm, Newark Public Library, 6300 Civic Terrace Ave., Newark. For the Commodore 64/128 computer. Call: (510)793-7868 or 793-2514. [Exp.#158.]

DESKTOP PUBLISHING

Bay Area Corel Artists And Publishers (BAYCAP). Meetings: 1st Mon. (2nd if holiday), 7:30 pm, Varian Associates, Bldg. 7, 3075 Hansen, Palo Alto. Nonmember admission charge. Contact: (408)252-5586 or *http://www.altman.com/~rick/* . [Exp.#153.]

IBM AND COMPATIBLES

AT&T Computer Users Group. Meetings: 1st Wed., 7:00 pm, 50 Fremont St., 40th Floor (near 1st and Mission), San Francisco. Demonstrations, technical support, informal discussion. Call: (415)885-6631. [Exp.#159.]

Berkeley PC Users Group—BPCUG. Meetings: 2nd and 4th Tues., Winner's Circle Systems, 2618 Telegraph Ave., Berkeley. Public domain library, newsletter, and separate Beginners Special Interest Group meeting. Contact: Mel Mann, (510)526-4033. [Exp.#154.]

Business Operations SIG of the Software Forum. Meetings: 1st Tues., 7:00 pm, Center for Software Development, 111 W. St. John St., Ste. 200, San Jose. $10. Call: Mike Schmit, (408)244-6826 or *mschmit@ix.netcom.com* . [Exp.#158.]

Diablo Valley User Group—DVPC. Meetings: 1st Thurs., 7:30 pm, Bank of America, Bldg. B, 2001 Clayton Rd. at Galindo, Walnut Creek. SIGs include Internet, Windows, Beginner's, Visual Basic, education/entertainment, and more. Call: (510)556-1449. [Exp.#158.]

East Bay FOG. Meetings: 2nd Wed., 7:30 pm, Episcopal Church of St. John-in-Montclair, 1707 Gouldin Rd., Oakland. All microcomputers, MS-DOS, CP/M. Call: (510)653-2627, 8 am–10 pm. [Exp.#154.]

Golden Gate Computer Society. Meetings: 4th Mon., 7:00 pm, San Rafael Community Center, 618 B St., San Rafael. Free intro to computers class at 6:00 pm. Call: (415)454-5556. [Exp.#157.]

Microsoft Access Mid-Peninsula User Group. Meetings: 2nd Fri., Microsoft, 950 Tower Lane, Foster City. Contact: Jay Stewart, (415)567-7979. [Exp.#154.]

Napa Valley PC Users Group. Meetings: 2nd Wed., 7:30 pm. Guests welcome. Call: Lee Schwab, (707)257-2675 or *lee@community.net* for details and location. [Exp.#156.]

PC Clubhouse. Meetings: 1st Fri., 7:30 pm, swap at 7:00 pm, Meiklejohn Hall, Room 2002 (inside 1009), CSU Hayward. Share knowledge and PD/shareware, network of BBSes, mentor assistance, SIGs. Call: (510)276-6450 or 538-2449. [Exp.#153.]

Peninsula Computer Club. Meetings: 2nd Thurs., 7:30 pm, Rec Room, 222 Laurel St., San Carlos. DOS and CP/M libraries. Call: (415) 593-9981, BBS (415) 571-9259. [Exp.#153.]

San Francisco Business Computers. Meetings: 4th Tues., 5:30 pm, 110 Pacific, #153, San Francisco. For people who use computers in their work. Visitors $10. Call: (415)788-5338 or *425-1545@mcimail.com* . [Exp.#157.]

San Francisco PC Users Group. Meetings: 3rd Tues., 7:30 pm, UCSF, 3333 California St., San Francisco. Presentations, Q&A sessions. Call: Jerry Stern, (415)572-1100 or 777-1332 for recorded events message. URL: *http://www.sfpcug.org/~group* . [Exp.#160.]

Silicon Valley Computer Society—SVCS. Meetings: 2nd Wed., 7:30 pm, Hewlett-Packard, Bldg. 48, Oak Room, 19483 Pruneridge Ave., Cupertino. General interest PC/Windows user association. Sponsors 20 SIGs. $2 nonmembers. Contact: (408) 986-9254; BBS, (408)956-0317; URL: *http://www.svcs.org* . [Exp.#153.]

South Bay WordPerfect User Group. Meetings: 3rd or 4th Tues., 7:00 pm, Saratoga Community Library, 13650 Saratoga Ave. (at Fruitvale), Saratoga. WordPerfect 6.1 for Windows product and education presentations. Free. Call: Scott Maiden, (408) 253-4591. [Exp.#153.]

Stanford/Palo Alto Users Group For PC. Meetings: last Wed., 7:30 pm, Conference Center at EPRI, 3412 Hillview, Palo Alto. All welcome. Call: Beverly Altman, (415)321-6800 or *http://www.MediaCity.com/~spaug* . [Exp.#153.]

INTERNATIONAL

International Macintosh Users Group (IMUG). Meetings: 3rd Thurs., 7:00 pm, Apple Computer, R&D Campus, 1 Infinite Loop, Cupertino. A forum for multilingual/multiscript computing. Call: Roger Sherman, (415)859-5146. [Exp.#154.]

International Software SIG Of The Software Forum. Meetings: 3rd Mon., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. A-2, Palo Alto. $10. Call: Charlie Pfefferkorn, (408) 923-7570 or *charliep@crystal-media.com* . [Exp.#158.]

INTERNET

BCOOL (Bay Area Computer Org. On-Line). Meetings: 2nd Fri., location varies. Free online classes, tech support, discussions, Web surfing, novices welcome, more. Contact: Lloyd, (415)459-8916, BBS (415)459-6094. [Exp.#156.]

Internet SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, Sun Microsystems, 2750 Coast, Bldg. 6, Mountain View. $10. Call: Walt Schilling, (415) 390-9477 or *walters@svpal.org* . [Exp.#158.]

LEGAL

Bay Area CompuLaw Users Group. Meetings: every two months, Downtown San Francisco. Support/networking group of users of CompuLaw software. Free. Contact: Edward Zeidan, (510)283-5666 or *ezeidan@isconsult.com* . [Exp.#158.]

SF Bar Assoc. WordPerfect User Group. Meetings: 3rd Wed. odd-numbered months, noon, SF Bar Assoc. Boardroom, 7th Fl., 685 Market St., San Francisco. Brown bag meetings. Call: (415)421-5650. [Exp.#153.]

MACINTOSH

Association Of A32 Users. Meetings: 2nd Sat., 10:00 am, Sunnyvale Community Center Arboretum, 550 E. Remington Ave. (near corner of El Camino and Fair Oaks). Q&A session; guest speakers and vendor demonstrations; shareware, freeware, and PD software disks. Call: (408)263-0398. [Exp.#158.]

Diablo Valley Macintosh User Group (DVMUG). Meetings: 3rd Tues., 6:30 pm, Bancroft School, 2200 Parish Dr., Walnut Creek. Get together with Mac and Performa users. Many SIG meetings. Call: Tom Bacon, (510)945-4548. [Exp.#155.]

maCruzers of Santa Cruz. Meetings: 2nd. Wed., Community Center, 4440 Jade St., Capitola, CA. Great demos, major players, DTP SIG, online SIG, educational SIG, music SIG, BBS, newsletter, more. Contact: (408)426-3739 or *Chriss@cruzio.com* . [Exp.#155.]

Macs Of Marin. Meetings: last Wed., 7:30 pm, Corte Madera Rec. Center, 498 Tamalpais Dr., Marin. Q&A 7:30, meeting 8:30, members free, nonmembers $5. Call: Richard, (415)485-5596. [Exp.#155.]

Mt. Diablo Users Group (MDUG). Meetings: 2nd Wed., 7:30 pm, 3101 Crow Canyon Rd. (Glendale Fed. S&L community room), San Ramon. Exchange experiences, ideas and find solutions to software and hardware problems. Contact: Rym, (510)829-5501 [Exp.#155.]

OpenDoc/Macintosh SIG Of The Software Forum. Meetings: 3rd Tues., 7:00 pm, Apple Computers, DeAnza 3, Beatles Room, Mariani Ave, Cupertino. $10. Call: Tony Meadow, (510) 834-5300 or *tmeadow@bearriver.com* . [Exp.#158.]

SMUG (Stanford/Palo Alto Macintosh User's Group). Meetings: 1st Mon., 6:30 pm, Roche Bioscience Auditorium, 3401 Hillview Ave., Palo Alto. Call: (415)856-3113 or *http://www.mediacity.com/smug/smug.html* . [Exp.#153.]

continued on page 316

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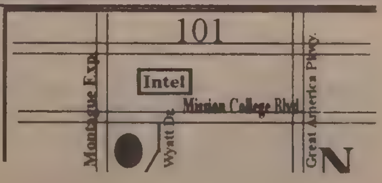

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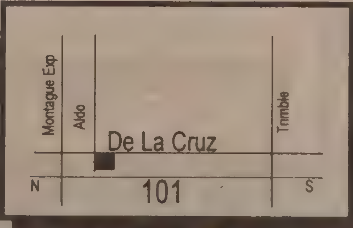

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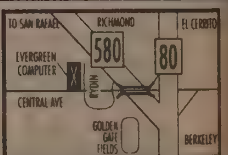

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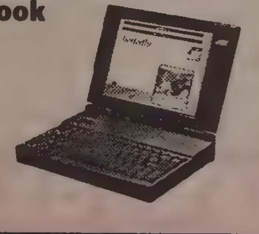

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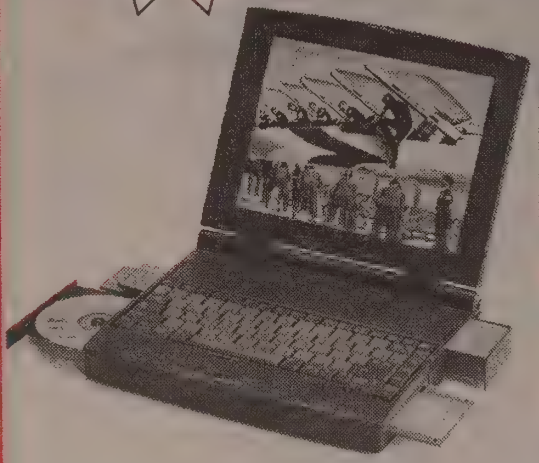

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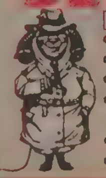

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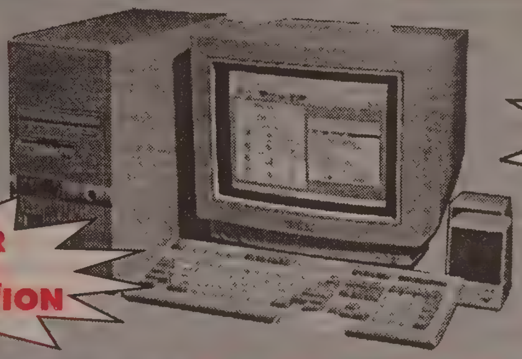

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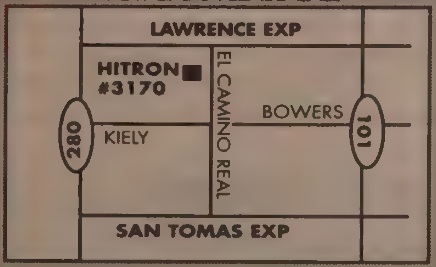

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USER GROUPS continued from page 308

TriValley Macintosh User Group (TMUG). Meetings: 3rd Tues., 7:30 pm, Sonoma School, 543 Sonoma Ave., Livermore. Beginners to experts; library, newsletter, SIGs, and a BBS. Call: Jerry, (510)828-0959. [Exp.#158.]

MISCELLANEOUS

Bay Area Magic Cap User Group (BAMCUG). Meetings: 4th Thurs., 7:00 pm, General Magic, 420 North Mary Ave., Sunnyvale. All Magic Cappers, from novice to advanced nerd status, are invited to attend. Contact: (408)736-5477. [Exp.#158.]

C/C++ OOP SIG. Meetings: 4th Weds., Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Starts in September. Contact: Jack Reeves, *jack@fx.com* . [Exp.#158.]

Games SIG. Meetings: Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Starts in August. Contact: Byron Hale, (408)358-8064 or *blhale@einfo.com* . [Exp.#158.]

Graphic Design Users Group. Meetings: For time and location, call Ed Woods at number below. New group forming for people who use Illustrator, Freehand, Painter, etc. (415)461-5985. [Exp.#154.]

Marketing SIG Of The Software Forum. Meetings: 2nd Mon., 7:00 pm, Center for Software Development, 111W. St. John St., Ste. 200, San Jose. $10. Call: Stan Trumbull, (408)996-1376 or *strumb@bayarea.net* . [Exp.#154.]

MOBILE

Stanford Newton User Group. Meetings: 2nd and 4th Tues., 7:00 pm, Printer's Inc. Bookstore Cafe, 310 California Ave., Palo Alto. Contact: Flash Sheridan, *snug@pobox.com* ` or *http://pobox.com/~snug/* . [Exp.#158.]

MULTIMEDIA

Authorware User Forum. Meetings: last Tues. (except Aug./Dec.), 6:30 pm, Scitor Corp., 256 Gibraltar Dr., #C1, Sunnyvale. (510)736-5245. [Exp.#153.]

Multimedia SIG Of The Software Forum. Meetings: 4th Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Larry Shoenberger, (415) 592-3731 or *larrys@hooked.net* . [Exp.#158.]

NETWORKING

Client/Server SIG Of The Software Forum. Meetings: 4th Tues., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Neil Goldstein, (408)985-0447, *neilgo@msn.com* or Dave McClure at (415)842-1800, *daveaslan@msn.com* . [Exp.#154.]

SF NetWare Users' Group. Meetings: 2nd Tues., 6:00 pm, 4 Embarcadero Center, 5th Floor, San Francisco. Sponsored by Systems Partners and Novell. Contact: Diane Danielle, *70020.645@compuserve.com* . [Exp.#153.]

PARADOX

bapals (Bay Area Paradox User Group). Meetings: 4th Tues., 5:00 pm, 799 Market St., 8th Floor, San Francisco. Call: (415)995-4688. [Exp.#155.]

PROGRAMMING LANGUAGES

Delphi SIG Of The Software Forum. Meetings: 2nd Wed., 7:00 pm, KnowledgePoint, 1129 Industrial Ave., Petaluma. $10. Contact: Bjarne Winkler, (415)461-8086 or *nts4618086@aol.com* . [Exp.#159.]

Forth Interest Group, North Bay Chapter, and BMUG Forth SIG. Meetings: 2nd Sat., 1 pm, tutorial at noon, 2055 Center St., Berkeley. Call: Leonard Morgenstern, (510)376-5241 or *NLeonard@aol.com* . [Exp.#157.]

Java SIG. Meetings: 1st Monday, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. Contact: Tom Hill, (408)446-1334, or *javasig@world wide.com* . [Exp.#158.]

ObjectPAL User Group In Sacramento. Meetings: 2nd Tues., 7:00 pm, Red Lion Hotel, Cedar Room, 2001 Point West Way, Sacramento. Contact: Jorge Herrera, (916)631-1986. [Exp.#153.]

Visual Basic Silicon Valley SIG. Meetings: 2nd Thurs., 7:00 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $10. Call: Allan Colby, (415)851-4567 or *71257.760@compuserve.com* . [Exp.#154.]

Visual Basic-San Francisco SIG. Meetings: 3rd Thurs., 6:30 pm, Terrace Systems, 450 Sansome St. at Clay, Suite 1250, San Francisco. Contact: Bill Storage, (415)495-6396, or *75250.1360@compuserve.com* . [Exp.#158.]

TEXAS INSTRUMENTS

TI-99/4A. Meetings: 2nd Sat., Oakland. Need soft-/hardware? Call: Fred, (510)530-8335. [Exp.#156.]

UNIX

AT&T UNIX Computer Users Group. Call: Thad Floryan, (415)961-5157. [Exp.#153.]

UNIX SIG. Meetings: 2nd Tues., 7:00 pm, Amdahl Corp., 1250 E. Arques Ave., Sunnyvale. $10. Call: George Bosworth, (415)851-3304 or *georgeb@netcom.com* . [Exp.#158.]

WINDOWS

Bay Area Windows NT User Group. Meetings: 1st Sat., 1:00 pm, U.C. Berkeley. Using Windows NT in Internet/intranet environments. Contact: (510) 528-9895, or *edwin@wyp.net* , or URL: *http://wyp.net/users/ntgroup/* . [Exp.#158.]

BMUG Windows SIG. Meetings: 1st Tues., 6:30 pm, BMUG office, 2055 Center St., Berkeley. Call: Robin, (510)527-8993. [Exp.#155.]

Official Northern California Windows NT User Group. Meetings: 1st Weds., 9am–12 noon, 950 Tower Lane, Suite 900, (Microsoft Office) Foster City. All are encouraged to attend regardless of experience. No fee. Contact: Tracy, (415)591-7752 or *tracy@actioninc.com* . [Exp.#155.]

Windows SIG Of The Software Forum. Meetings: 1st Wed., 6:30 pm, Cubberly Community Ctr., 4000 Middlefield Rd., Rm. H-1, Palo Alto. $15. Call: Fran Finnegan, (415)288-4400 or *76244.145@compuserve.com* . [Exp.#158.]

ASSOCIATIONS

Association For Systems Management & Data Processing Management Association. Meetings: 1st Wed., 5:30 pm, Mountain View. Networking, dinner, speaker; $20 to $25. Call: (408)727-3906. [Exp.#155.]

Association For Women In Computing. Meetings: 1st Wed., 6:00 pm, standing room only, Crocker Galleria, 50 Post St., San Francisco. $10 members, $15 guests. Call: (415)979-8450. [Exp.#155.]

Bay Area Association Of Entrepreneurial Software Engineers. Meetings: 1st Thurs., 6:30 pm, Ming's, Palo Alto. Dinner, lectures, discussion, brainstorming, networking, product development, financing, marketing, distribution. Contact: *reserve@baaese.ipser.com* or *http://www.ipser.com/baaese* . [Exp.#156.]

Bay Area Entrepreneur Association. Meetings: in Oakland, Walnut Creek, Pleasanton. Education and support organization for entrepreneurs. Networking, workshops, newsletter, directory. Contact: Catherine Marshall, (510) 806-8686. [Exp.#154.]

Black Data Processing Associates. Nationwide network of IT professionals with two chapters in the Bay Area. Contact: Willie Mackey, (408)280-7624 or *wjmackey@netcom.com* . [Exp.#152.]

CATALYST! Potluck Meetings. Meetings: 3rd Wed., 6:30 pm, Palo Alto. Entrepreneurial global trade, business contacts, travel, alternative medicine resourcing network. Contact: Marie (415)337-4261. [Exp.#156.]

Center For Software Development. 111 West Saint John, Ste. 200, San Jose. Provides resources for self-service testing, prototyping, and porting on many different platforms. Call: (408)494-8378. [Exp.#152.]

East Bay FOG. Meetings: 2nd Wed., 6:30 pm, The Episcopal Church of St. John-in-Montclair, Oakland. Contact: (510) 653-2627. [Exp.#155.]

International Interactive Communications Society. Meetings: 2nd Tues. 6:00 pm, Professional association for individuals involved in multimedia, from marketing to graphics and programming. Call: (415)553-2300, hotline: (415)252-8114. [Exp.#158.]

Software Forum. Meetings: 3rd Wed., 6:30 pm. Industry association dedicated to software developers and entrepreneurs, offering information and education on all facets of the software industry. Contact: Barbara Cass, (415)854-7219 for reservations/info. [Exp.#154.]

Stanford/MIT Venture Lab Forum. Meetings: monthly on weekday evenings, Stanford University campus. For those interested in emerging technologies and in building and growing a business. Contact: (415) 329-0510. [Exp.#154.]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

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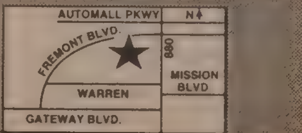

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486 DX4 100/120/133 3.3V	$33/$39/$45
K5-P75	$59
K5-P90	$79
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486 DX2-66 / 80 5V or 3.3V	$21/$23
5x86 100 3.3V	$55
5x86 120 3.3V	$66
6x86 P120+/P133+	$139/$179
6x86 P150+/P166+	$219/$389
INTEL CPU	
486 DX2-66 5V	$44
486 DX4-100 3.3V	$89
Pentium 75/90/100	$98/$120/$144
Pentium 120/133	$194/$264
Pentium 150/166	$359/$499
Pentium Pro 150/Pro 180/Pro 200	$489/$519/$719

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6X IDE 900 KB/sec	$79
CHINO	
4X IDE	$44
DIAMOND	
8X IDE, 1200Kb/s	$124
NEC	
CDR-C251 4X , IDE 4CD Changer Int	$209
CDR-C302 4X SCSI-2, 7CD Changer Ext	$345
CDR-222 4X SCSI-2	$115
PINNACLE MICRO	
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PX-63CS 6X, 145ms, 900Kb/s, 256K	$279
PX-83CS 8X, 110ms, 1200Kb/s, 256K	$349
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CDR-77E 4X IDE, 250ms, 600Kb/s	$59
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5522 6X IDE 150ms, 900Kb/s, 256K	$75
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3701B 6.7X SCSI-2, 120ms, 1000Kb/s, 256K	$209

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Sure Store C4324A, read 4X write 2X	$995
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- 1.44 MB Floppy Drive
- 32 Bit PCI IDE W/HI SPEED IO
- 1.6GB EIDE HD
- Diamond Stealth Video VRAM2MB
- Iiyamam 17" 1600X1200 .26dp Non-INT SVGA Monitor
- 101-key Keyboard
- Mini Tower Case w/230w P.S.
- Logitech Mouseman
- Microsoft Windows 95

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- Deluxe Speaker
- Microsoft Windows 95
- Mouse

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- 16MB RAM 60ns 72pin EDO
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- EIDE w/2S/1P(16550)
- 1.6GB EIDE HD
- ATI Mach 64 Video w/1MB
- Sound Blaster 16 On Board
- 6 Speed CD-ROM & Speaker
- ViewMagic15".28dp N-INT SVGA
- Mitsumi 104-key Keyboard
- Supra 28800 Fax / Modem
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- Microsoft Windows 95
- Mouse

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- Diamond Stealth 64 PCI w/1MB
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- Medium Tower Case
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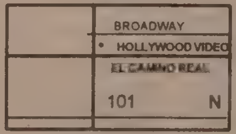

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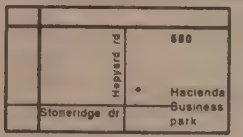

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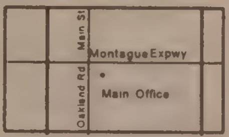

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- 6 speed CDROM
- Sound Blaster 16 Sound Card
- Yamaha 10 Watts Speaker
- Microsoft Nature key Keyboard
- ATX formMedium Tower Case
- 250-Watt Power Supply
- Microsoft Windows 95
- Microsoft Mouse

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- Mini Tower Case
- 230-Watt Power supply
- Microsoft Window 95
- 3 Button Mouse

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- Pentium Over Drive Ready
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- 8MB RAM 60ns 72pin
- 1.44MB Floppy Drive
- PCI Enhanced IDE Controller
- High Speed I/O(2S 1P)
- 1.2GB IDE HD
- PCI Video Card w/1MB
- 14" .28dp SVGA NI Monitor
- Mitsumi 104-key Keyboard
- Microsoft win 95
- 3-Button Mouse
- Mini Tower Case w/230w P.S.

$789

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- 1.44 MB Floppy Drive
- EIDE w/2S/1P(16550)
- 1.2GB EIDE HD
- Diamond Stealth 64 w/1MB
- Mitsumi 104-key Keyboard
- 19" Rackmount Case w/250w P.S.
- Microsoft Windows 95
- Mouse

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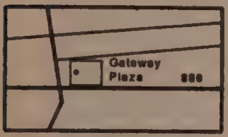

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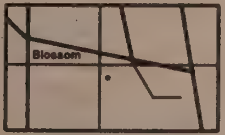

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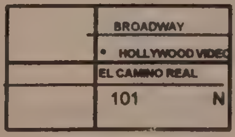

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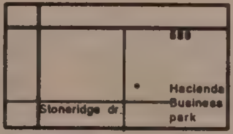

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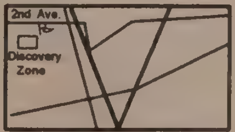

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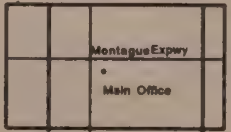

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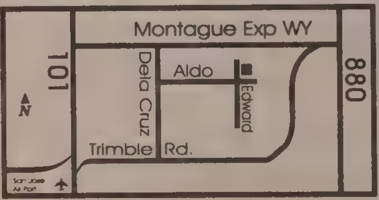

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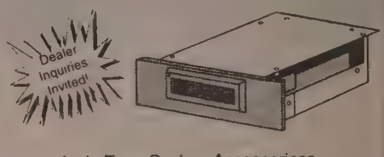
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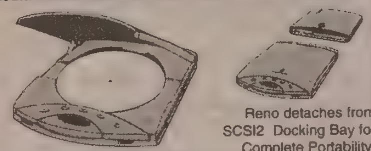

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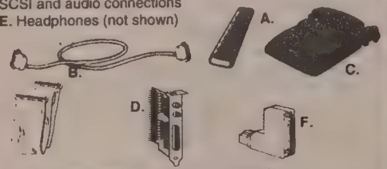

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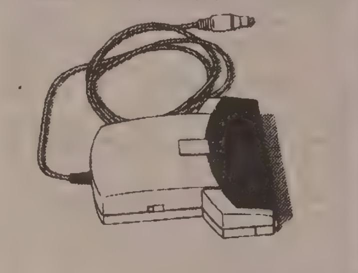

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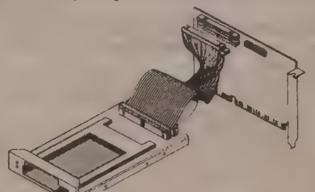

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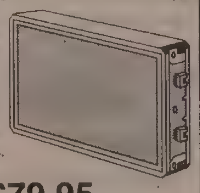

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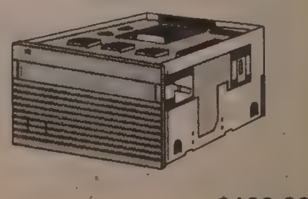

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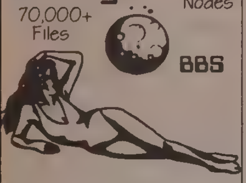

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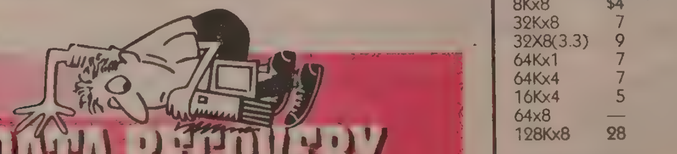

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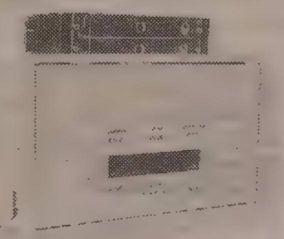

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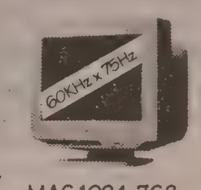

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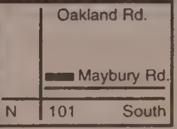

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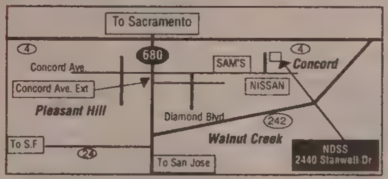

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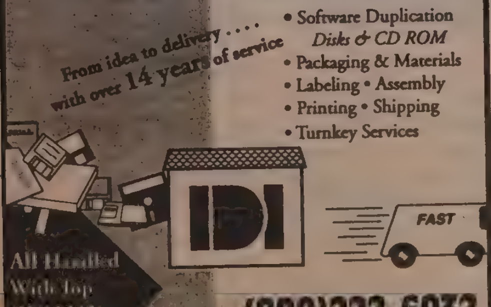

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US Robotics 28.8/Vi Voice Externa	$175/220
US Robotics 14.4/28 8 Internal	$90/165
US Robotics 28.8 DSVD int	$299
US Robotics Courier I- ISDN/ v34	$call
Supra Fax/Modem 28.8 PNP w/VoiceInt	$115
Motorola PCMCIA Cellular Modem	$220
Motorola 28.8 Fax/Modem Int/Ext	$189/210
Motorola Bitsurfer ISDN Ext Modem	$229
Motorola Bitsurfer ISDN Int. Modem	$259
Zoltrix/Cheyene 28.8 Int Fax/Modem	$115

CASES w/ POWER SUPPLY

AT Desktop case w/ 230 Watts UL P.S.	$45
Mini Tower case w/ 230 Watts UL P.S	$45
Medium Tower case w/ 230 Watts UL P.S.	$62
Full Tower case w/ 250Watts UL P.S.	$85
Super Full Tower Case w/ 2 side doors, dual fan w/ 300Watts UL Power Supply	$168

KEYBOARDS

104 Win95 Enhanced Keyboard	$19
Key Tronic 104 Win95 Enhanced	$29
Focus 2001 101 Enhanced Click	$35
MicroSoft Natural KeyBoard	$65
Maxiswitch 101 Enhanced	$27

MULTIMEDIA

CREATIVE CREATIVE LABS, INC.

Sound Blaster32 WaveSyn.AWE upgrd	$145
Sound Blaster AWE32 Wave Font	$245
Sound Blaster 16 IDE OEM Sound Card	$75
Sound Blaster 16 SCSI-2 OEM	$110
Video Blaster RT300 Video Capture	$340
Wave Blaster-II wavetable w/ Software	$135

TURTLE BEACH SYSTEMS

Audio Advantage PCMCIA Wave Sound	$119
Tropez Sound Card w/ IDE CD-ROM Interf	$179
Tahiti Digital Audio Recording Card	$238
32Voice Wavetable Win95 Wave Sound	$159
Monterey Multimedia Sound Card	$317
MAUI Wavetable Synthesizer Upgrd	$69
Rio Synthersizer Wave Board Upgrade	$call

MULTIMEDIA PACKAGES

Creative Labs Kits

SB DISCOVERY CD 8X PnP
Sound Blaster 32, Speakers, 8X CD-ROM Drive, 12 Software Titles and 5 Audio Utils Including Star Wars Dark Forces SE, Full Throttle, Pinball Dreams Deluxe, Grolier Multimedia Encyclopedia, etc **$345**

SB CD 8X
8X CD-ROM Drive, PnP IDE CD-ROM Interface Card, 1996 Grolier Multimedia Encyclopedia, Cyclemania, NASCAR Racing. **$245**

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Sound Blaster 16, 4X CD-ROM Drive, & Speakers 11 Software Titles: Grolier Encyclopedia & More **$235**

MOTHERBOARDS w/

PentiumPro 200 w/ATX Case 256K cache.	$1495
Pentium 166 PCI **w/IO's, EIDE Ctrl 256K**	$625
Pentium 150 PCI **w/IO's, EIDE Ctrl 256K**	$489
Pentium 133 PCI **w/IO's, EIDE Ctrl 256K**	$399
Pentium 120 **PCI w/IO's, EIDE Ctrl 256K**	$325
Pentium 100 **PCI w/IO's, EIDE Ctrl 256K**	$275
Pentium 90 **PCI w/IO's, EIDE Ctrl 256K**	$255
Pentium 75 **PCI w/IO's, EIDE Ctrl 256K**	$240
Cyrix 6x86-133 w/IO's EIDE 256K (P166+)	$565
Cyrix 6x86-120 w/ASUS MB 256K (P150+)	$380
Cyrix 6x86-110 w/ASUS MB 256K (P133+)	$340
Cyrix 6x86-100 w/ASUS MB 256K (P120+)	$305

All Motherboards comes w/Intel Triton Chipset
Add $55 for ASUS MB w/ 256K Pipelined Cache
Add $105 for Endeavor MB w/Built-In SoundCard

Cyrix 5x86-120 PCI w/EIDE, 256K	$185
Cyrix 5x86-100 PCI w/EIDE, 256K	$150
AMD 5x86-K5 P-75 PCI w/EIDE, 256K	$180
AMD 486DX4-133 PCI w/EIDE, 256K	$165
AMD 486DX4-120 PCI w/EIDE, 256K	$155
AMD 486DX4-100 PCI w/EIDE, 256K	$145
AMD 486DX2-66 PCI w/EIDE, 256K	$135
Intel 486DX2-66 PCI w/EIDE, 256K	$170

Add $40 for Asus or Micro Star PCI MB's

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8000i
* 10.4" Dual Scan Color, 8MB, 540MB HD,Built-in 16-Bit Sound Card, & Speakers, 2 PCMCIA Slots, HP Infra-Red, Touchpad Mouse, Int. CD-ROM avail.
Pentium 75/100/120........$call/call/call
6000A (Same Options As 8000i)
486DX4-100/Cyrix 5x100/5x120...$call/call/call
8MB Extra......$255 **Int. 4X CD-ROM**....$285
w/ 810MB......+$115 **w/1.3GB**..........+285
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512x32-80/70 2MB	$call
1x36-60/70 4MB	$call
1x32-60/70 4MB	$call
2x36-60/70 8MB	$call
2x32-60/70 8MB	$call
4x36-60/70 16MB	$call
4x32-60/70 16MB	$call
8x36-70/8x32-70 32MB	$call

30 PINS MEMORY

256x9-80/70 3 chips 256K	[illegible]
1x9-80/70-60 3 chips 1MB	$12/17/20
1x9-80/70-60 9 chips 1MB	$22/25/28
4x8-80/70 2chips 4MB	[illegible]
4x9-80/70 4MB	[illegible]
16x9-70 16MB	$call

486DX4-100 UPGRADE SPECIAL
* 486DX4-100 MotherBoard & AMD CPU
* 4MB 70ns RAM
* PCI 64Bit Spider Graphics Video Card
* MB w/ 256K Cache, Pentium P24 Ready
* PCI EIDE, Floppy Controllers, HS IO's
* Mini Case w/ 230Watts Power Supply

$239

SYSTEMS

PRO PENTIUM STATION

- INTEL PENTIUM Processor.
- ASUS Intel's Triton Chipsets MB
- PCI M.B. w/ 256K Pipelined Cache
- 16MB EDO RAM 60ns.
- 1.6 GB EIDE Hard Drive.
- Toshiba EIDE 6X-Speed CD-ROM
- Teac 1.44Mb Floppy Drive.
- PCI 32BIT IDE w/ 2 16550 I.O.'s E-LPT
- PCI Diamond Stealth 64 Video 2MB VRAM(64Bit Graph. 16.7MB Colors.)
- Sound Blaster 16 PnP
- Yamaha YST-M5 Amplified Speakers
- US Robotics 28,800 Internal Fax/Modem
- Medium Tower Case with 250Watts UL P.S.
- Microsoft Mouse 2 Buttons Mouse
- Keytronic 104 Enhanced Keyboard

Cyrix 686x-166Plus	*$1619*
Cyrix 686x-120Plus	*$1430*
PENTIUM 166MHz	*$1685*
PENTIUM 150MHz	*$1545*
PENTIUM 133MHz	*$1460*
PENTIUM 120MHz	*$1390*

Monitor Not Included

WINDOWS95 SYSTEM

- PCI M.B. W/ Triton Chipsets
- 256K Pipelined Cache Memory.
- 16MB EDO RAM 60ns.
- 1.2GB EIDE Hard Drive.
- EIDE Quad Speed CD-ROM
- Sound Blaster 16 PnP
- Amplified Stereo Speakers
- 1.44Mb Floppy Drive.
- PCI 32BIT EIDE w/ (2)16550 I.O.'s (1)Par.
- PCI Diamond Stealth 64 Video Card 2MB VRAM (64Bit Graph. 16.7MBColors.)
- Medium Tower Case with 230Watts P.S.
- Microsoft Mouse
- Keytronic 104 WIN95 Keyboard
- Windows95 w/ Manual and Registration

PENTIUM 150MHz	*$1385*
PENTIUM 133MHz	*$1295*
PENTIUM 120MHz	*$1234*
PENTIUM 100MHz	*$1184*
PENTIUM 90MHz	*$1164*
PENTIUM 75MHz	*$1145*
Cyrix 6x86-166Plus	*$1474*
Cyrix 6x86-150Plus	*$1295*
Cyrix 6x86-120Plus	*$1214*

Monitor Not Included

PENTIUM BASIC

- Pentium MB w/ Triton Chipsets.
- 256K Pipelined Cache Memory.
- 8MB RAM (expandable to 128MB) .
- 850MB IDE Hard Drive.
- 1.44MB Floppy Drives.
- 32Bit EIDE w/ 16550uart IOs
- PCI Video Card w/ 1MB Ram.
- MGC 14" N-I Monitor .28dpi
- Mini Tower Case with 230 Watts P.S.
- 3 Button Mouse/ 104 Enhanced Keyboard

PENTIUM 133MHz	*$940*
PENTIUM 120MHz	*$895*
PENTIUM 100MHz	*$850*
PENTIUM 90MHz	*$830*
PENTIUM 75MHz	*$815*

NET SURFER SPECIALS

- PCI Mother Board w/ 256K Cache
- 8MB RAM
- 850MB EIDE Hard Drive.
- 1.44MB Floppy Drives.
- 32Bit EIDE w/ 16550uart IOs
- Stealth64Video 2000 PCI Video Card
- 15" ACER SVGA .28dpi N-I Monitor
- US Robotics 28,800 Internal Fax/Modem
- Mini Tower Case with 230 Watts P.S.
- 3 Button mouse/104 Keyboard

PENTIUM 120MHz	*$1170*
PENTIUM 100MHz	*$1120*
PENTIUM 75MHz	*$1090*
Cyrix 6x86-133 (166Plus)	*$1410*
Cyrix 6x86-120 (150Plus)	*$1225*
Cyrix 6x86-100 (120Plus)	*$1150*
Cyrix 5x86-120	*$1030*
Cyrix 5x86-100	*$995*
AMD 5x86K5-P75	*$1025*
AMD 486DX4-133	*$1010*
AMD 486DX4-120	*$995*
AMD 486DX4-100	*$990*
Intel 486DX4-100	*$1015*

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INTEL P5 75 CPU, 8MB, MB/W 256K Pipelined 32K Internal PCI Bus 16550 IO's, EIDE Controllers
$290

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1. One year parts & 3 years labor on all complete system
2. Not responsible for types
3. Price and availability subject to change w/o notice
4. Price reflects cash discount
5. Sale prices are for end users purchase only.
6. All special-ordered items are non-refundable
7. Shipping, insurance and COD charges are extra and nonrefundable

PARAMOUNT
COMPUTER

THE BEST PRICE IN TOWN!

686 Pentium®Pro

200MHz	$1395
150MHz	$1175

- Intel CPU
- Intel Motherboard
- Heat Sink & CPU Fan
- 0MB Expandable to 128MB on Board
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Mid-Tower Case
- 104 Enhanced Keyboard

586 Pentium®

166MHz	$710
150MHz	$560

- Intel Pentium® CPU
- Heat sink & CPU fan
- 0MB Expandable to 128MB on board
- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop case w/power supply
- 104 Enhanced Keyboard

586 Pentium®

133MHz	$475
120MHz	$405

- Intel Pentium® CPU
- Heat sink & CPU fan
- 0MB Expandable to 128MB on board
- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop case w/power supply
- 104 Enhanced Keyboard

❖ **Intel Endeavor MB w/o Sound Card**	**Add $80**
❖ **Intel Endeavor MB w/ Sound Card**	**Add $125**
❖ **Intel Atlantis MB w/ Sound Card, ATI 1MB Video**	**Add $180**

Optional For Systems

VESA SVGA Card 1MB/2MB	$60/80
PCI SVGA Card 1MB/2MB	$60/80
14" Mono Monitor & Card	$85

Non-Interlaced SVGA Monitor
(1024x768.28) w/VESA/PCI SVGA Card
1MB. . . . $280

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MULTIMEDIA

CD-ROMS

Quad Speed	$65
6XI	$80
8XI	$115
4XI SCSI	$125
6XI SCSI	$230

SOUND CARDS

16 Bit Sound Card	$50
Sound Blaster 16	$75

CREATIVE LABS UPGRADE KITS

CD 4XI Kit	$195

- Sound Blaster 16
- Quad Speed CD-ROM
- Speakers
- 12 Titles

KEYBOARDS

101 Enhanced Keyboard	$15
Mitsumi 101 Key	25
Keytronic 104 Key	30
Maxiswitch 101 Key	30

FLOPPY DRIVES

TEAC/Mitsumi 1.2MB	$45
TEAC/Mitsumi 1.44MB 3.5"	35

MODEMS

14,400 Modem, 14,400 Fax	$50
14,400/14,400 Ext	75
33,600 Fax/Modem V.34	125
28,800 Fax/Modem Ext V.34	145
US Robotics 33,600 Fax/Modem Int.	175
US Robotics 33,600 Fax/Modem Ext.	195
US Robotics 33,600 Win 95 Int.	145

MONITORS

1.4" Flat Screen	$85
14" Non-Interlaced	$225
15" NI 1280x1024 .28	$305
Viewsonic 15EX	$370
Sony 15SX	$375
17" NI 1280x1024 .28	$560
Viewsonic 17GS 1280x1024 .28	$630
Viewsonic 17GA	$685
Viewsonic 17PS 1600x1280 .25	$770
Sony 17SF II 1280x1024 .25	$770

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586 Pentium*

100MHz	$360
90MHz	$360
75MHz	$335

- Intel Pentium® CPU
- Heat sink & CPU fan
- 0MB Expandable to 128MB on board
- Intel Triton Chipset w/256K Pipeline Cache
- 1.44MB Floppy Drive
- Enhanced IDE w/16550 I/O
- Tower or Desktop case w/power supply
- 104 Enhanced Keyboard

486 PCI/VLB

133MHz	$260
120MHz	$255

- PCI/VESA Local Bus Motherboard
- 0MB Expandable to 32MB on-board
- 8K Internal Cache
- 128K External Cache Exp. to 256K
- Shadow RAM
- 1.44MB Floppy Drive
- 1:1 Interleave HD/FD Controller
- Tower or Desktop Case w/Power Supply
- 101 Enhanced Keyboard

486 PCI/VLB

100MHz	$240
66MHz	$230

- PCI/VESA Local Bus Motherboard
- 0MB Expandable to 32MB on-board
- 8K Internal Cache
- 128K External Cache Exp. to 256K
- Shadow RAM
- 1.44MB Floppy Drive
- 1:1 Interleave HD/FD Controller
- Tower or Desktop Case w/Power Supply
- 101 Enhanced Keyboard

540MB	$155
850MB	$175
1.0GB	$185
1.2GB	$205
1.6GB	$235
2.0GB	$275

INTERFACE CARDS

Mono Graphic Card	$15
VGA Card (16 Bit 800x600)	30
Trident SVGA Card (1024x768 512K)	40
Trident SVGA w/1MB RAM	55
VESA SVGA Card 1MB/2MB	65/85
PCI SVGA Card 1MB/2MB	65/85
Diamond Stealth 64 PCI/2MB/4MB VRAM	230/370
Diamond Stealth 64 PCI/1M/2M DRAM	85/105
AT M I/O (2S, 1P, 1G)	15
IDE Card w/cable	15
IDE I/O w/16550 UART	35
VESA Enhanced IDE w/16550 UART	35
Adaptec 1522	90
Adaptec 2940 PCI SCSI	185
Bus Logic KT-946C PCI SCSI	175

FREE Installation with any parts purchase!

HARD DISKS

540MB	$170
850MB IDE	190
1.0GB	200
1.2GB	210
1.6 GB	245
2.0GB	290
1.0 GB SCSHI	260
2.0GB SCSHI	400

FREE Installation with any parts purchase!

MOTHERBOARDS

486DX2-66MHz w/CPU 128K Cache	$110
486DX4-100MHz w/CPU, CPU fan	130
486DX4-120MHz w/CPU, CPU fan	140
486DX4-133MHz w/CPU, CPU Fan	140
586-166MHz w/Intel CPU & Fan	620
586-150MHz w/Intel CPU & Fan	495
586-133MHz w/Intel CPU & fan	390
586-120MHz w/Intel CPU & fan	320
586-100MHz w/Intel CPU, CPU fan	270
586-90MHz w/Intel CPU, CPU fan	270
586-75MHz w/Intel CPU, CPU fan	240

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MISCELLANEOUS

230W Power Supply	$35
Logitech Mouse Man	30
Logi Trackman	75
DFI Mouse (3 Button, Microsoft Comp.)	10
Mini Vertical Case w/PS	45
Med Vertical Case w/PS	65
Full Vertical Case w/PS	85
Colorado 350MB Tape	95
Colorado 800MB Tape	150
16 Bit Ethernet Card	30
3COM 3C509	75
3COM 3C595 10/100	140
Intel Ex Express 16	75
RAM DIP/SIPP/SIMM	Call

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- Company, Government POs Welcome
- UPS Shipping Daily

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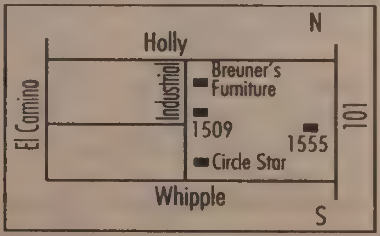

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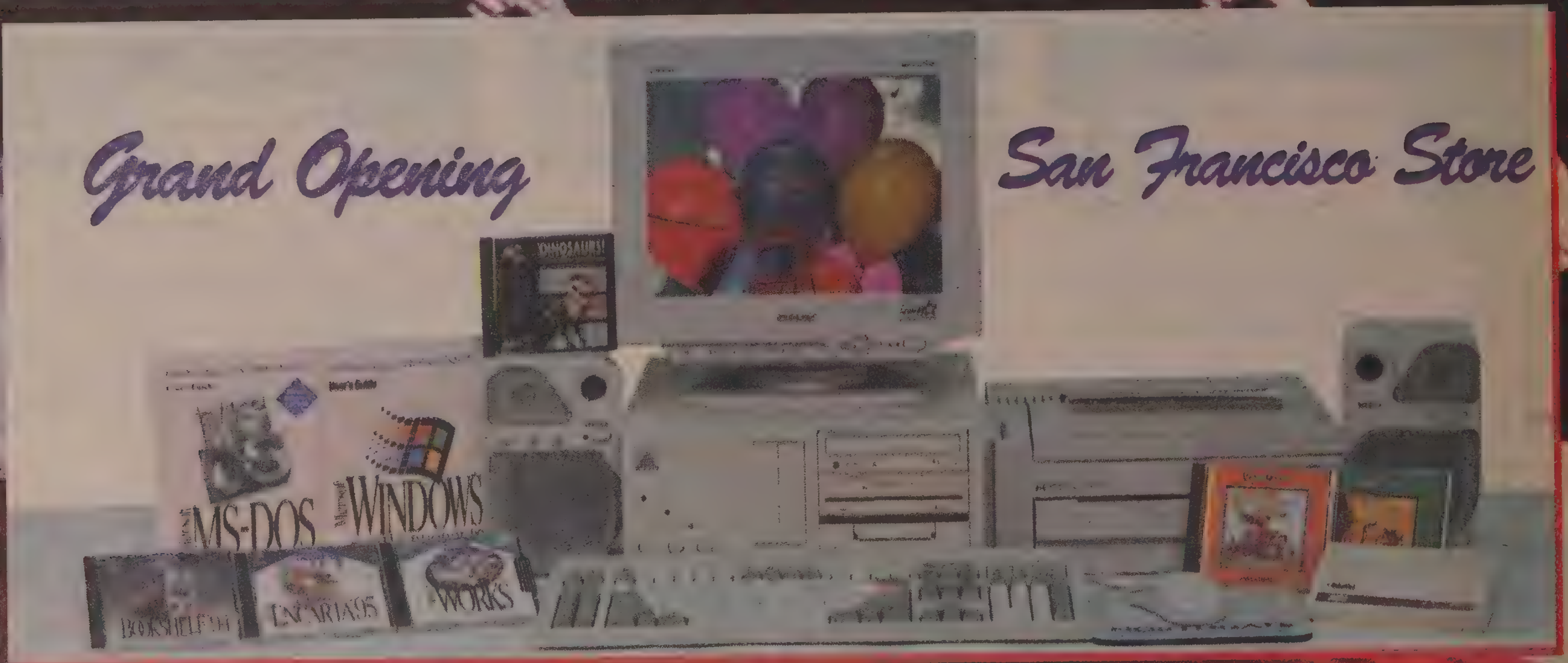

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HI-TECH PENTIUM PRO
Multimedia Systems
(16MB/1.2GB/8X CD)

PP-200 ONLY $2,328

- **16MB RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (1.6GB/2.0GB:+$40/$80)
- Diamond Edge 3D PCI 2MB
- **8X CD-ROM**
- Creative Sound Blaster 32
- High Performance Yamaha Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower or AT Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
- Monitor Sold Separately

PP-150 PCI (Intel Venus)	$1,928
PP-200 PCI (Intel Venus)	$2,148
PP-150 PCI (Intel Aurora)	$2,098
PP-200 PCI (Intel Aurora)	$2,338
PP-150 PCI (Asus)	$1,978
PP-200 PCI (Asus)	$2,198
PP-150 PCI (Super Micro)	$1,898
PP-200 PCI (Super Micro)	$2,118
Dual PP-200 PCI (Super Micro)	$3,198

UPGRADES

See Page 3 of Our Ad for All Upgrade Prices

33.6 Internal Fax Modem	Add 88
Colorado Tape Backup T-1000	Add 136
MAG 1595 Monitor	Add 344
Sony 17SFII Monitor	Add 718
Nanao T2-17TS Monitor	Add 976
Viewsonic 21PS Monitor	Add 1,508
Microsoft Office Pro (OEM)	Add 188
Microsoft Windows NT 3.51 (CD) Workstation/Server	Add $178/478

HI-TECH SUPER POWER
Multimedia Systems
(16MB/1.2GB/8X CD)

P5-166 ONLY $1,448

- **16MB RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (1.6GB/2.0GB:+$40/$80)
- PCI IDE with I/O
- Diamond Stealth or ATI PCI 2MB
- **8X CD-ROM**
- 16-Bit Sound Card & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower or AT Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
- Monitor Sold Separately

P5-75/256K PCI (Intel Zappa)	$1,018
P5-100/256K PCI (Intel Zappa)	$1,058
P5-120/256K PCI (Intel Zappa)	$1,138
P5-133/256K PCI (Intel Zappa)	$1,208
P5-75/256K PCI (Intel Endeavor)	$1,068
P5-100/256K PCI (Intel Endeavor)	$1,108
P5-120/256K PCI (Intel Endeavor)	$1,148
P5-133/256K PCI (Intel Endeavor)	$1,218
P5-150/256K PCI (Intel Endeavor)	$1,298
P5-166/256K PCI (Intel Endeavor)	$1,438
P5-75/256K PCI (Intel Atlantis)	$1,078
P5-100/256K PCI (Intel Atlantis)	$1,118
P5-120/256K PCI (Intel Atlantis)	$1,158
P5-133/256K PCI (Intel Atlantis)	$1,228
P5-150/256K PCI (Intel Atlantis)	$1,308
P5-166/256K PCI (Intel Atlantis)	$1,448

UPGRADES

See Page 3 of Our Ad for All Upgrade Prices

33.6 Internal Fax Modem	Add 88
Microsoft Office Pro (OEM)	Add 188

HI-TECH PROFESSIONAL
Multimedia Systems
(8MB/850MB/8X CD)

P5-166 ONLY $1,268

- **8MB RAM** (16MB/32MB: Add $Call)
- **850MB EIDE** (1.2GB/1.6GB:+$30/$60)
- VLB or PCI IDE with I/O
- Diamond Stealth or ATI w/1MB
- **8X CD-ROM**
- 16-Bit Sound Card & 80W Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Mid Tower Case with Power Supply
- Keytronics Keyboard for Windows 95
- Microsoft Compatible Mouse with Pad
- Free Microsoft Windows 95
- **Free Microsoft Encarta, Works, Money and Bundle CD**
- Monitor Sold Separately

486DX2-80/256K VLB or PCI	$788
486DX4-100/256K VLB or PCI	$798
5X86-133/256K VLB OR PCI	$828
P5-75/256K PCI (Intel Zappa)	$898
P5-100/256K PCI (Intel Zappa)	$938
P5-120/256K PCI (Intel Zappa)	$1,018
P5-133/256K PCI (Intel Zappa)	$1,088
P5-75/256K PCI*	$888
P5-100/256K PCI*	$928
P5-120/256K PCI*	$968
P5-133/256K PCI*	$1,038
P5-150/256K PCI*	$1,128
P5-166/256K PCI*	$1,268

* Intel Endeavor/Atlantis M/B.....+$80/90

UPGRADES

See Page 3 of Our Ad for All Upgrade Prices

33.6 Internal Fax Modem	Add 88
Microsoft Office Pro (OEM)	Add 188
Microsoft Windows NT 3.51 (CD) Workstation/Server	Add $178/478

HI-TECH DELUXE
Multimedia Systems
(8MB/540MB/4X CD)

486DX4-100 ONLY $588

- Motherboard with CPU
- **8MB RAM** (16MB/32MB: Add $Call)
- **540MB EIDE** (850MB/1.2GB:+$20/$40)
- VLB or PCI IDE with I/O
- VLB or PCI SVGA Card w/1MB
- **4X CD-ROM** (6X/8X: +$20/$50)
- 16-Bit Sound Card & Speakers
- TEAC 1.44MB 3.5" Floppy Drive
- Enhanced Case with Power Supply
- Mitsumi Keyboard for Windows 95
- Microsoft Compatible Mouse with Pad
- Free PC DOS and Microsoft Windows
- **Free CD Deluxe Pack**
- Monitor Sold Separately

486DX2-80/256K VLB or PCI	$578
486DX4-100/256K VLB or PCI	$588
5X86-133/256K VLB or PCI	$618
P5-75/256K PCI (Intel Zappa)	$688
P5-100/256K PCI (Intel Zappa)	$728
P5-120/256K PCI (Intel Zappa)	$808
P5-133/256K PCI (Intel Zappa)	$878
P5-75/256K PCI*	$688
P5-100/256K PCI*	$628
P5-120/256K PCI*	$768
P5-133/256K PCI*	$838
P5-150/256K PCI*	$918
P5-166/256K PCI*	$1,058

* Intel Endeavor/Atlantis M/B.....+$80/90

UPGRADES

See Page 3 of Our Ad for All Upgrade Prices

Microsoft Windows 95 Full Copy	Add 50
33.6 Internal Fax Modem	Add 88
Colorado Tape Backup T-1000	Add 136
Microsoft Office Pro (OEM)	Add 188

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*BASIC SYSTEM: MOTHERBOARD & CPU, 4MB RAM, IDE WITH I/O, 1.44MB FDD, CASE WITH POWER SUPPLY, AND 101-KEY KEYBOARD. **Please Call for Pipelined Burst Cache and EDO Memory Upgrade

SEE PAGES 3 & 4 OF OUR AD FOR ALL OF OUR UPGRADE PRICES

	MOTHER-BOARD	MOTHER-BOARD WITH CPU	* BASIC SYSTEM W/4MB RAM	* BASIC SYSTEM W/8MB RAM	* BASIC SYSTEM W/16MB RAM	* BASIC SYSTEM W/32MB RAM	*BASIC SYS W/4MB RAM +540MB HDD + 1MB SVGA CARD & FREE PC DOS { 850MB HDD ADD $28 }	*BASIC SYS W/8MB RAM +850MB HDD + 1MB SVGA CARD & FREE PC DOS { 1.2GB HDD ADD $38 }	*BASIC SYS W/16MB RAM +1.2GB HDD + 1MB SVGA CARD & FREE PC DOS { 1.6GB HDD ADD $48 }	*BASIC SYS W/32MB RAM +1.6GB HDD + 1MB SVGA CARD & FREE PC DOS { 2.0GB HDD ADD $40 }
DUAL PP-200C PCI (SUPER MICRO M/B)	$688	$2,088	N/A	$2,348	$2,418	$2,528	N/A	$2,548	$2,638	$2,788
PP-200C PCI (SUPER MICRO M/B)	388	1,068	N/A	1,258	1,328	1,438	N/A	1,458	1,548	1,698
PP-200C PCI (INTEL AURORA M/B)	498	1,198	N/A	1,458	1,528	1,638	N/A	1,658	1,748	1,898
PP-150C PCI (INTEL AURORA M/B)	498	968	N/A	1,228	1,298	1,408	N/A	1,428	1,518	1,668
PP-200C PCI (INTEL VENUS M/B)	348	1,028	N/A	1,288	1,358	1,468	N/A	1,488	1,578	1,728
PP-150C PCI (INTEL VENUS M/B)	348	798	N/A	1,058	1,128	1,238	N/A	1,258	1,348	1,498
P5-166C PCI (INTEL ATLANTIS M/B)**	234	698	$858	888	958	1,068	$1,018	1,058	1,148	1,298
P5-150C PCI (INTEL ATLANTIS M/B)**	234	558	718	748	818	928	878	918	1,008	1,158
P5-133C PCI (INTEL ATLANTIS M/B)**	234	468	628	658	728	838	788	828	918	1,068
P5-120C PCI (INTEL ATLANTIS M/B)**	234	398	558	588	658	768	718	758	848	998
P5-100C PCI (INTEL ATLANTIS M/B)**	234	358	518	548	618	728	678	718	808	958
P5-75C PCI (INTEL ATLANTIS M/B)**	234	318	478	508	578	688	638	678	768	918
P5-166C PCI (INTEL ENDEAVOR M/B)**	188	658	818	848	918	1,028	1,008	1,048	1,138	1,288
P5-150C PCI (INTEL ENDEAVOR M/B)**	188	518	678	708	778	888	868	908	998	1,148
P5-133C PCI (INTEL ENDEAVOR M/B)**	188	438	598	628	698	808	788	828	918	1,068
P5-120C PCI (INTEL ENDEAVOR M/B)**	188	368	528	558	628	738	718	758	848	998
P5-100C PCI (INTEL ENDEAVOR M/B)**	188	328	488	518	588	698	678	718	808	958
P5-75C PCI (INTEL ENDEAVOR M/B)**	188	288	448	478	548	658	638	678	768	918
P5-133/256C PCI (INTEL ZAPPA M/B)	148	388	548	578	648	758	738	778	868	1,018
P5-120/256C PCI (INTEL ZAPPA M/B)	148	318	478	508	578	688	668	708	798	948
P5-100/256C PCI (INTEL ZAPPA M/B)	118	238	398	428	498	608	588	628	718	868
P5-75/256C PCI (INTEL ZAPPA M/B)	118	208	368	398	468	578	558	598	688	838
P5-166C PCI**	88	558	708	738	798	908	898	938	1,018	1,168
P5-150C PCI**	88	418	568	598	658	768	758	798	878	1,028
P5-133C PCI**	88	328	478	508	568	678	668	708	788	938
P5-120C PCI**	88	268	418	448	508	618	608	648	728	878
P5-100C PCI**	88	218	368	398	458	568	558	598	678	828
P5-75C PCI**	88	178	328	358	418	528	518	558	638	788
5X86-133C VLB (PCI: ADD $15)	54	98	248	278	338	448	438	478	558	708
486DX4-100C VLB (PCI: ADD $15)	54	78	228	258	318	428	418	458	538	688
486DX2-80C VLB (PCI: ADD $15)	54	68	218	248	308	418	408	448	528	678

HI-TECH BEST BUY SYSTEMS

- **8MB RAM** (16MB/32MB: Add $Call)
- **540MB EIDE** (850MB/1.2GB: Add $20/$40)
- 1.44MB 3.5" Floppy Drive
- PCI or VLB Controller with I/O
- Enhanced Case w/Power Supply
- PCI or VLB SVGA Card w/1MB
- Mitsumi Keyboard for Windows 95
- Free PC DOS and Mouse w/pad
- Monitor Sold Separately

486DX2-80/256K VLB or PCI	$458
486DX4-100/256K VLB or PCI	468
5X86-133/256K VLB or PCI	498
P5-75/256K PCI (Intel Zappa)	568
P5-100/256K PCI (Intel Zappa)	608
P5-120/256K PCI (Intel Zappa)	688
P5-133/256K PCI (Intel Zappa)	748
P5-75/256K PCI*	558
P5-100/256K PCI*	598
P5-120/256K PCI*	648
P5-133/256K PCI*	708
P5-150/256K PCI*	788
P5-166/256K PCI*	928
* Intel Endeavor/Atlantis M/B	+$100/110

UPGRADES

See Next Page for All of Our Upgrade Prices

Microsoft Windows 95 Full Copy	Add $72
33.6 Internal Fax Modem	Add 88

HI-TECH DREAM SYSTEMS

- **16MB RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (1.6GB/2.0GB: Add $40/$80)
- TEAC 1.44MB 3.5" Floppy Drive
- VLB or PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI with 1MB
- Mitsumi Keyboard for Windows 95
- Enhanced Case w/Power Supply
- Free PC DOS and Mouse w/Pad
- Monitor Sold Separately

486DX2-80/256K VLB or PCI	$598
486DX4-100/256K VLB or PCI	608
5X86-133/256K VLB or PCI	638
P5-75/256K PCI (Intel Zappa)	708
P5-100/256K PCI (Intel Zappa)	748
P5-120/256K PCI (Intel Zappa)	828
P5-133/256K PCI (Intel Zappa)	928
P5-75/256K PCI*	698
P5-100/256K PCI*	738
P5-120/256K PCI*	788
P5-133/256K PCI*	848
P5-150/256K PCI*	928
P5-166/256K PCI*	1,068
* Intel Endeavor/Atlantis M/B	+$100/110

UPGRADES

See Next Page for All of Our Upgrade Prices

Microsoft Windows 95 Full Copy	Add $72
33.6 Internal Fax Modem	Add 88

HI-TECH SUPER P5 SYSTEMS

- **16MB RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (1.6GB/2.0GB: Add $40/$80)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Diamond Stealth or ATI PCI w/2MB
- Mitsumi Keyboard for Windows 95
- Medium Tower Case or AT Case w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately

P5-75/256K PCI (Intel Endeavor)	$898
P5-100/256K PCI (Intel Endeavor)	948
P5-120/256K PCI (Intel Endeavor)	988
P5-133/256K PCI (Intel Endeavor)	1,058
P5-150/256K PCI (Intel Endeavor)	1,148
P5-166/256K PCI (Intel Endeavor)	1,278
P5-75/256K PCI (Intel Atlantis)	908
P5-100/256K PCI (Intel Atlantis)	958
P5-120/256K PCI (Intel Atlantis)	998
P5-133/256K PCI (Intel Atlantis)	1,068
P5-150/256K PCI (Intel Atlantis)	1,158
P5-166/256K PCI (Intel Atlantis)	1,288

UPGRADES

See Next Page for All of Our Upgrade Prices

Microsoft Windows 95 Full Copy	Add $72
33.6 Internal Fax Modem	Add 88
Microsoft Windows NT 3.51 (CD) Workstation / Server	Add $178 / 478

HI-TECH SUPER P5 SYSTEMS

- Intel Processor with Fan
- **16MB RAM** (32MB/64MB: Add $Call)
- **1.2GB EIDE** (1.6GB/2.0GB: Add $40/$80)
- TEAC 1.44MB 3.5" Floppy Drive
- PCI IDE Controller with I/O
- Matrox Millennium PCI w/2MB
- Keytronics Keyboard for Windows 95
- Medium Tower Case or AT Case w/Power Supply
- Free Microsoft Windows 95
- Free Microsoft Mouse with Pad
- Monitor Sold Separately

PP-150/256K PCI (Intel Venus)	$1,648
PP-200/256K PCI (Intel Venus)	1,868
PP-150/256K PCI (Intel Aurora)	1,828
PP-200/256K PCI (Intel Aurora)	2,048
PP-150/256K PCI (Asus)	1,708
PP-200/256K PCI (Asus)	1,928
PP-150/256K PCI (Super Micro)	1,628
PP-200/256K PCI (Super Micro)	1,848
Dual PP-200 PCI (Super Micro)	2,918

UPGRADES

See Next Page for All of Our Upgrade Prices

Microsoft Windows 95 Full Copy	Add $72
33.6 Internal Fax Modem	Add 88
Colorado Tape Backup T-1000	Add 136
Microsoft Office Pro (OEM)	Add 188
Microsoft Windows NT 3.51 (CD) Workstation / Server	Add $178 / 478

SAN FRANCISCO

Phone (415) 753-6888

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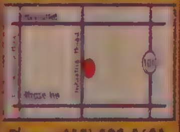
PENINSULA



Phone (415) 508-8688

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SUNNYVALE

Phone (408) 732-8688

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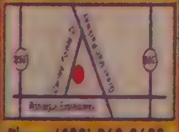
MILPITAS



Phone (408) 262-8688

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SALES HOURS
Mon-Fri: 8:30am-6pm
9:30am-7pm (Sunnyvale)
Sat: 10am-4pm

SERVICE HOURS
Mon-Fri: 9am-5:30pm
Sat: 10am-3:30pm
(Milpitas & [illegible])

HI-TECH USA
ALWAYS THE BEST

TERMS AND CONDITIONS

1. One year parts and labor warranty on systems.
2. Knowledgeable technical support engineers in service.
3. Prices and availability subject to change w/o notice.
4. Shipping, insurance and COD charges are extra and non-refundable. Prices reflect cash discounts
5. Return shipping must be insured, prepaid and bearing an RMA# on the shipping labes
6. Defective items replaced or repaired at our discretion
7. No responsible for typos.
8. All returns subject to 15% restocking fee and cover only Hi-Tech USA brand computers, excludes peripherals and software. No refunds after 30 days.
9. Superior reputation for service, quality and value.
10. Purchase orders are welcomed and subject to approval.

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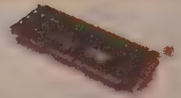
ALWAYS THE BEST

(408) 262-8688 — Milpitas
(408) 732-8688 — Sunnyvale
(415) 508-8688 — San Carlos
(415) 753-8888 — San Francisco

CASE W/POWER SUPPLY

230W / 250W / 300W Power Supply	$18 / 28 / 40
Mini Tower Case w/200W Power Supply	29
Desktop AT Case w/200W Power Supply	35
Medium Tower Case w/230W Power Supply	42
Full Tower Case w/250W Power Supply	58
APC UPS	
Back 280VA / 400VA / 450VA	96 / 140 / 156
Smart 420/ 650 / 1000	248 / 298 / 398
Optiquest UPS 280E / 420E	108 / 158

CONTROLLERS



I/O (2S / 1P / 1G)	$9
IDE 2FD/2HD with 2S/1P/1G	10
PCI IDE with I/O	28
VLB IDE with I/O	12
IDE I/O (2S/1P) w/16550 UART Chip	18
VLB IDE I/O (2S/1P) w/16550 UART Chip	15

adaptec

1515 / 1522 (SCSI)	$48 / 68
1542CP / 1542CPK (SCSI)	160 / 222
2825 VLB / 2842 VLB (SCSI)	96 / 160
2940 PCI / 2940UW PCI (SCSI)	156 / 210
3940 PCI (SCSI)	312

DATA TECHNOLOGY

DTC 2280D / 2280E ISA	$14/20
DTC 2278E VLB IDE W/16550 UART Chip	24
DTC 2278D VLB IDE I/O Dual Ports	18

PROMISE TECHNOLOGY, INC.

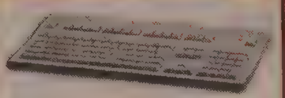
Promise DC-200 IDE Cache Controller	$79
Promise DC-2300 Plus VLB IDE Fast I/O	43
Promise DC-4030 VLB IDE Cache Controller	78
Promise DC-4030+ VLB EIDE	110
Promise DC-5030 PCI IDE 0-16MB Cache	118

HARD/FLOPPY DRIVES

Quantum™ Maxtor® Seagate MICROPOLIS CONNER WESTERN DIGITAL

HARD DRIVES	
540MB IDE / 635MB IDE	$136 / 142
850MB IDE / 1.0GB IDE	154 / 158
1.2GB IDE / 1.6GB IDE	174 / 208
2.0GB IDE	248
730MB / 1.0GB SCSI	140 / 234
2.0GB / 4.0GB SCSI	336 / 798
FLOPPY DRIVES	
Epson, SONY or NEC 1.2 / 1.44 FDD	$36 / 21
Teac 1.2 /1.44 Floppy Drive	37 / 23
Teac Dual Floppy Drive	80

KEYBOARDS

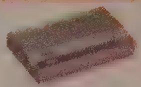


101 Enhanced Keyboard	$12
FOCUS	
FK2001 101-Key Click for Windows '95	26
FK6200W 104-Key for Windows '95	23
FK7200W w/Trackball	32
FK8000 w/Calculator	32
FK9000 Programmable w/Calculator	38
Keytronics 104-Key for Windows 95	17
Mitsumi 104-Key for Windows 95	12
Maxiswitch 101-Key Enhanced	19
Maxiswitch Nova PS/2	19
Maxiswitch Pro II 124 Key Programmable	43
Microsoft Natural Key (w/System)	65

MEMORY & CPU

1MB / 4MB (30 Pin)	10 / 30
4MB/8MB (72-Pin)	28 / 58
16MB / 32MB (72-Pin)	108/ 218
4MB/8MB (EDO)	29 / 56
16MB / 32MB (EDO)	116 / 228
Simm Converter (30-pin to 72-pin)	8
486DX2-80	20
486DX4-100	28
5X86-133	44
6X86 P-133+	158
6X86 P-150+	188
6X86 P-166+	298
Intel P5-75 / 100 / 120	94 / 136 / 180
Intel P5-133 / 150 /166	245 / 335 / 475
Intel Pentium Pro-200	695

MODEMS & FAXES



Fax Modem 14,400 Internal	$29
Fax Modem 14,400 External	40
Fax Modem 14,400 w/Voice Internal	30
Fax Modem 14,400 w/Voice External	42
Fax Modem 28.8 with V.34 Int.	85
Fax Modem 28.8 w/Voice Int.	93
Fax Modem 28.8 with V.34 Ext	104
Fax Modem 33.6 with V.34 Int	88
PCMCIA Fax Modem 14,400 w/Voice	56
PCMCIA Fax Modem 28,800 w/V.34	134
HAYES	
Accura 14.400 Int/Ext	$80 / 94
Accura 28.8 w/V.34 Int/Ext	150 / 166
Optima 28.8 w/V.34 Int/Ext	356 / 406
PRACTICAL PERIPHERALS	
14.400 Fax Modem Int/Ext	64 / 80
28.8 w/V.34 Fax Modem Int/Ext	134 / 150
SUPRA 28.8 Fax Modem w/V.34 Int/Ext	94/132
US ROBOTICS	
Sportster 14,400 FM Int / Ext (Classic)	$86/101
Sportster 28.8 Winmodem Int	108
Sportster 28.8 Fax Modem w/V.34 Int	140
Sportster 28.8 Fax Modem w/Voice Int	154
Sportster 28.8 Fax Modem w/V.34 Ext	154
Sportser PCMCIA 28.8 w/V.34	268
Sportster ISDN 128K Int	368

MOUSE

3-Button Mouse Microsoft Compatible	$6

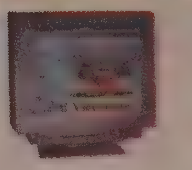
LOGITECH

Mouseman Serial (OEM)	18
Mouseman Bus (Retail)	58
Trackman	78

Microsoft

Microsoft Mouse Serial (w/System)	$21

MONITORS*



14" Mono	$72
14" VGA Mono	84
14" SGA 1024•768 .28 NI	206
15" SVGA 1024•768 .28	276
17" SVGA 1280•1024 .28	514

CTX

14" Super VGA 1024•768 .28 NI	$224
15" Super VGA 1024•768 .28	318
17" Super VGA 1280•1024 .28	604

IIYama (IDEK)

MF-8515 15" 1280•1024 .28	$372
MF-8617E 17" 1600•1200 .26	692
MF-9017E 17" 1600•1200 .25	772
MF-8221E 21" 1600•1200 .30	1,558
MF-9021E 21" 1600•1200 .30	1,674

Impression

3A 14" 1024•768 .28 NI	$208
5 15" 1280•1024 .28 NI	284
7 17" 1280•1024 .28 NI	524

MAG INNOVISION

1595 15" 1280•1024 .28 (New Model)	$344
1795 17" 1280•1024 .26 (New Model)	596
DX15T 15" .25 Trinitron OSD Win 95	384
DX17T 17" .25 Trinitron OSD Win 95	688
MXP17F 17" 1600•1280 .26	768
MX21F 21" 1600•1280 .28	1,418

NANAO®

F2-17 .28 / F2-17EX .26	788 / 898
T2-17TS .25 / T2-17 .25	976 / 1,028
T2-20 .30	1,738

NEC

C500 / M500 / XV 15+	$386 / 528 / 458
Multisync XV 17+ / XE 17	768 / 978
Multisync XE 21 / XP 21	1,688 / 1,918

NOKIA

449E 15" 1280•1024 .28	$436
447L 17" 1024•768 .28	658
445X 21" 1600•1280 .28	1,848

SONY

15SX1 15" 1280•1024 .25	$358
15SF II 15" 1280•1024 .25	448
17SFII 17" 1280•1024 .25	718
20SFII 20" 1280•1024 .30	1,568

ViewSonic®

14ES 14" 1024•768 .28	$250
15ES 15" 1024•768 .28	330
15G 15" 1280•1024 .28 60MHz	360
15GS 15" 1280•1024 .27	370
15GA 15" 1280•1024 .27 w/Speakers	440
17EA 17" 1280•1024 .28 w/Speakers	600
17GS 17" 1280•1024 .28 Green	600
GT770 17" 1280•1024 .25	698
PT770 17" 1600•1280 .25	788
17PS 17" 1600•1280 .25 Green	698
20G 20" 1600•1280 .28	1,088
21PS 21" 1600•1280 .25	1,508
GT800 20" 1600•1280 .30	1,498
PT 810 21" 1600•1280 .30	1,628

*** Monitor Viewable size may be smaller than advertised size**

NETWORKS

16 BIT Ethernet Cards (Combo)	$19

3Com

3C509 ELINK III TP	$58
3C509 ELINK III Combo	78
3C590 PCI TP	88
3C590 PCI Combo	112
LinkBuilder 8 Port Hub	180
LinkBuilder 12 Port Hub	468
LinkBuilder 24 Port Hub	818

Hubs and Repeaters

5-Port Ethernet Hub	$53
9-Port Ethernet Hub	63
16-Port Ethernet Hub	130
32-Port Ethernet Hub	298

Novell 4.1 (CD)

5 / 10 / 25 User	$CALL
50 / 100 / 250 User	$CALL

PRINTERS

CITIZEN™

GSX-220 (24-Pin)	$120
Color Option for Citizen Printers	28

HEWLETT PACKARD

HP 600	$218
HP 600C	246
HP 660C	318
HP 680C	338
HP 855CXE	518
HP 5L	488
HP 5P	836

PANASONIC

2023 (24-Pin)	$178
3123 (24-Pin)	248

TAPE BACKUPS

Conner 800MB Internal w/Tape	$122
Conner 4.0GB SCSI w/Tape	284

COLORADO MEMORY SYSTEMS

DJ-35 350MB Internal	63
T-1000 800MB Internal w/tape	136
T-1000E 800MB External w/tape	178
DJ-50 1.4GB Internal	178
Tape QIC-80 3M DC2120	13

SOFTWARE

Microsoft Windows 95 Full Copy CD Version (w/system)	$85
Microsoft DOS 6.x (with System)	32
Microsoft Office Professional OEM CD Version (w/System)	188
Microsoft Windows 3.x (with System)	42
Microsoft Windows for Workgroup (with System)	52
Microsoft Windows NT 3.51 Server CD (with System)	478
Microsoft Windows NT 3.51 Workstation CD (with System)	178

VGA CARDS

MGP Card	$10
VGA 512K	26
SVGA ISA w/1MB	35
Cirrus Logic PCI w/1MB	32
Trident VLB w/1MB	40
Trident PCI w/1MB	35

ATi

Video Expression PCI 2MB DRAM	$154
WinBoost PCI 1MB DRAM (Mach 64)	84
WinBoost VLB 1MB DRAM (Mach 64)	104
WinBoost PCI 2MB DRAM (Mach 64)	94
WinTurbo 64 PCI 2MB VRAM (Mach 64)	198
WinTurbo 64 VLB 2MB VRAM (Mach 64)	178
WinTurbo 64 PCI 4MB VRAM (Mach 64)	328

DIAMOND

Speedstar 64 PCI 1MB (DRAM)	$42
Stealth SE PCI 1MB (DRAM)	66
Stealth 64 PCI 1MB (DRAM)	68
Stealth 64 VLB 1MB (DRAM)	80
Stealth 64 PCI 2MB (DRAM)	80
Stealth 64 VLB 2MB (DRAM)	92
Stealth 64 PCI 2MB (VRAM)	210
Stealth 64 VLB 2MB (VRAM)	168
Stealth 64 PCI 4MB (VRAM)	328
Viper-Pro PCI 2MB (VRAM) Retail	328
Viper-Pro PCI 4MB (VRAM) Retail	408
Edge 3D PCI 1MB (DRAM)	118
Edge 3D PCI 2MB (DRAM) Retail	200
Edge 3D PCI 2MB (VRAM) Retail	328

MATROX

Millennium PCI 2MB (WRAM) CD Version	228
Millennium PCI 4MB (WRAM) CD Version	368

Number 9

#9 FX Vision 331 PCI 1MB (DRAM)	$94
#9 FX Vision 331 PCI 2MB (DRAM)	108
#9 FX Motion 531 PCI 2MB (DRAM)	168
#9 FX Motion 771 PCI 2MB (VRAM)	234

ORCHID

Kelvin PCI (64-Bit) 1MB	$68
Fahrenbeit 64 VLB 1MB (DRAM)	70

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MOTHERBOARD W/CPU

486DX2-80/256K VLB	84
486DX2-80/256K PCI	104
486DX4-100/256K VLB	94
486DX4-100/256K PCI	114
5X86-133/256K VLB	114
5X86-133/256K VPCI	134
P5-75/256K PCI (Pipelined Cache)	188
P5-100/256K PCI (Pipelined Cache)	228
P5-120/256K PCI (Pipelined Cache)	278
P5-133/256K PCI (Pipelined Cache)	338
P5-150/256K PCI (Pipelined Cache)	428
P5-166/256K PCI (Pipelined Cache)	568
ASUS	
486DX4-100/256K VLB-PCI	$148
P5-75/256K PCI (TRITON) (Pipelined Cache)	248
P5-100/256K PCI (TRITON) (Pipelined Cache)	298
P5-120/256K PCI (TRITON) (Pipelined Cache)	338
P5-133/256K PCI (TRITON) (Pipelined Cache)	418
P5-150/256K PCI (TRITON) (Pipelined Cache)	508
P5-166/256K PCI (TRITON) (Pipelined Cache)	638
PP-150/256K PCI	928
PP-200/256K PCI	1,148
INTEL	
P5-75/256K PCI (ZAPPA TRITON)	208
P5-100/256K PCI (ZAPPA TRITON)	238
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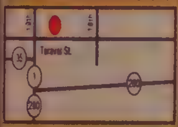

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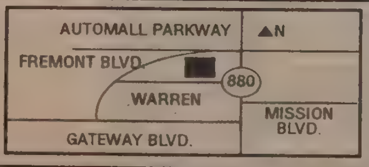

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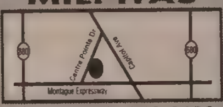

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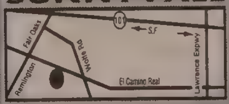

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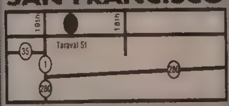

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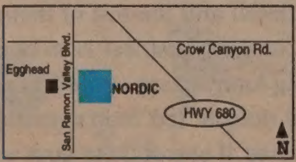

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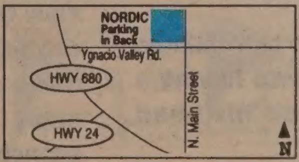

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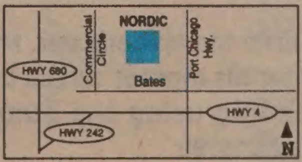

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Half-Finished Material And Half-Baked Ideas

Or, How To Fill A Void In Dullsville

As many of you notice, once in a while this column's length—20,000 words plus or minus 10,000 words—is hard to fill. Mary, my editor, thinks my readers will read anything, no matter how pathetic. I do my best to prove her correct by giving her material that is half-finished.

The following is the beginning of a column I mean to write. It's called "Memos That Were Ignored."

Psychic Superline, Memo to Steve Jobs (circa 1980) regarding a Tarot Card reading (while he was still running Apple):

We see in your future an unusual situation which may be hard to imagine. But the cards indicate that you will be meeting and hiring a man from another world, a purveyor of potions who knows little about you or your business. Although he has no apparent personality, his strength of will shall overcome and destroy you and eventually your company. But you will rise again in a most unusual way. You will become the owner of a cartoon factory and become the first cartoon billionaire although the company will be virtually worthless. Meanwhile the success at Apple will be reproduced everywhere else but at Apple. The potion man will go off and get involved in an unusual shady deal then become a ho-hum businessman as Apple is taken over by an expert in semiconductors who knows nothing about computers.

Memo From Jobs To Secretary After Reading The Report:

I hate cartoons! What are these people smoking? Don't pay them.

Marvo the Magnificent, Memo to Bill Gates after his mother talked him into having a reading using the bumps on his head (circa 1979):

I see great wealth. Your reluctance to sell shares in the company will fade and you will not only sell shares, but in the process you will become the world's richest man. You will use your skills to outflank your enemies at every turn. You will, for example, be the only man to outwit and humiliate IBM. Every computer used will run your software. You will transform central Washington state into your personal domain, controlling police and eventually the state government. Even so, the phone service will still suck.

Memo From Gates To Secretary:

Have him tell me something I don't know. Don't pay him!

Now I could on and on with this bit, but an interesting problem has emerged. There are no personalities to ridicule or have fun with. Years ago you had Philippe Kahn, for example, who now does his thing at Starfish, a rehash of past glories. Newbies don't even know who he is anymore.

I suppose much the same could be said for Steve Jobs, except for the fact that he recently became instantly super-rich when Pixar went public. What timing!

Scott McNealy, CEO of Sun, is a possibility, but what's funny about him? The guys at Netscape might be targets, but they don't get out much and they hang with the boring UNIX crowd. Ho-hum is the word.

Super personalities like Jack Tramiel, Chuck Peddle, George Morrow, and Adam Osborne have all disappeared from the scene for one reason or another. Gary Kildall died tragically. There's nobody left to have fun with. It's pathetic. The people I just mentioned aren't even known to the newbies.

Today's executives—such as Ted Waitt (Gateway 2000), Michael Dell (Dell Computers), Andy Grove (Intel) and the rest of them—are so circumspect, or their business is so boring, that there's nothing funny to say about any of them. I mean, I could ridicule Ted Waitt's weird ponytail, but nobody cares. If one of these guys would put a ring in their nose or something, that would help. They need to beef up their personality. Anything would help. Here are some ideas:

Michael Dell—Get facial tattoos exactly like that guy in Star Trek Voyager. Greet everyone with an alien salute by pounding fist onto chest followed by a dog howl.

Ted Waitt—Ring in nose. Better still, a bone! Make a point of showing everyone how easily it slides back and forth.

Andy Grove—Never be seen without a fedora and cigar. Spit a lot. Start all sentences with, "When I was a kid..."

Larry Ellison (Chairman, Oracle)—Get breast implants, collagen lips, and act as if nothing is different. Cry a lot.

Mark Andreeson (Netscape)—Get Mohawk haircut and begin collecting rat pelts. On each pelt attach the name of a fellow employee. Laugh loudly for no apparent reason.

Jim Clark (Netscape)—Four words: All nude press conferences.

Scott McNealy (Sun)—Diamond in tooth, open all meetings with a sing-along "In memory of Skitch Henderson."

Lou Gerstner (IBM)—Green hair and eyeliner. Promote anyone who follows suit.

What's even more pathetic is that these guys, all somewhat colorless (except for Ted's coolie-like ponytail), are the only names I can come up with who actually show up in public to blurt out an opinion or two. Ask me to name the CEO of Cisco or Motorola or LSI or just about any other high-tech company, and I can't even recall their names, let alone have a clue as to their opinions.

Others, such as Gordon Eubanks of Symantec or John Warnock of Adobe, wouldn't be any funnier or more interesting with breast implants, tattoos *and* green hair. Although it's worth a shot...guys?

The problem is too much money and too few people with it. Many of these people on the list are worth a half-billion and up. There's no reason for them to be interesting or entertaining or subject to ridicule. There's no time for it.

So you wonder why I run gags I downloaded from the Internet. Hey, that's all there is left for me to do. ■

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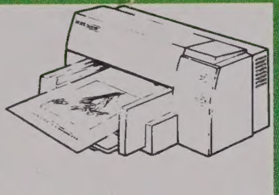

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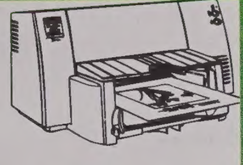

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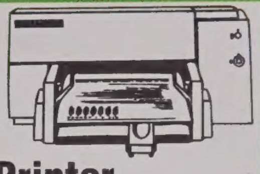

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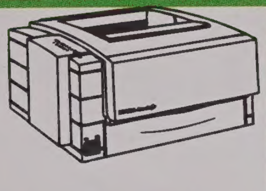

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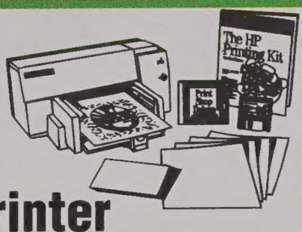

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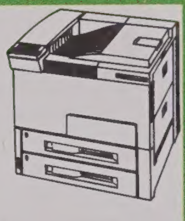

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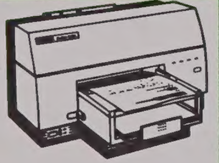

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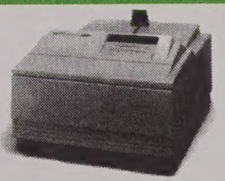

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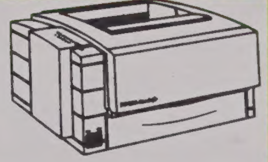

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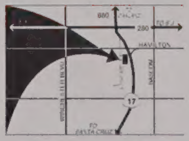

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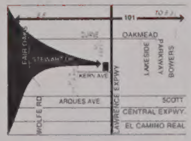

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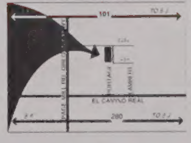

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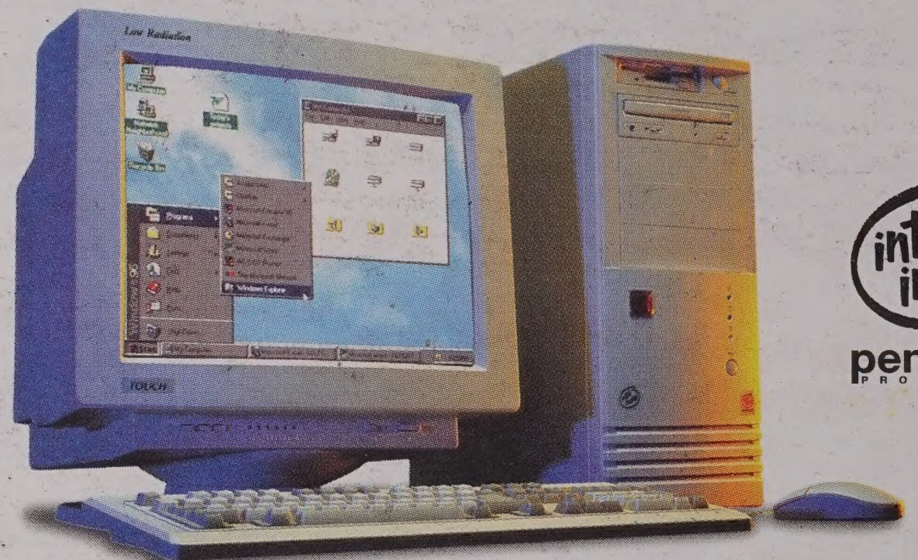

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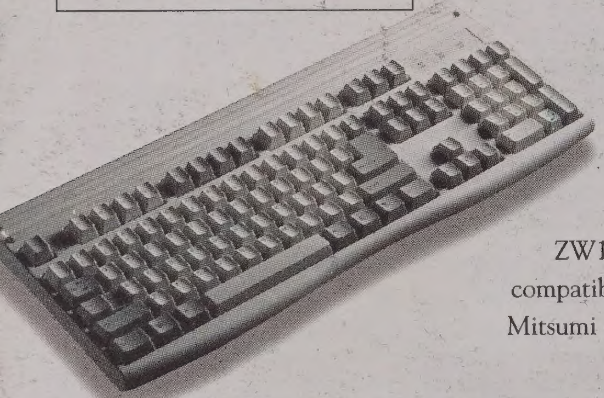

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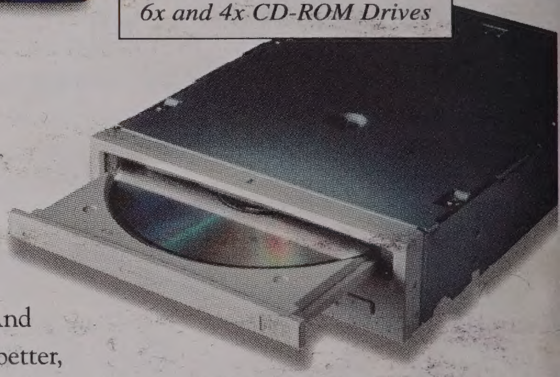

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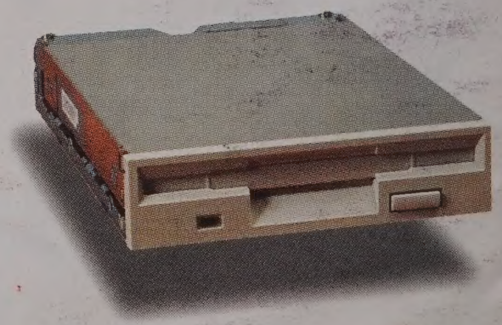

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